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VOL. XCIV.

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<i>Dips, &c.</i> liv	SHADLINE CO., <i>Hair Dyes</i> xl	WILLIAMS BROS. & Co., <i>Colours</i> ... xxxii
MURPHY & SON, LD., <i>Manfg. Chemists</i> xv	SHIPKOFF & Co., <i>Otto of Rose</i> 21	WILLIS, LOW & DRUFF, LD., <i>Perfume</i>
MURPHY, J. F., <i>Antiphlogistine</i> xxiv	SIMS, G. R., <i>Hair Restorer Co.</i> 14	<i>Brick</i> 34
NILDE, <i>Face Powder</i> 38, 39	SILICATE CEMENT & ENG. CO., LD.	WINTER, E., & Co., LD., <i>Silver Leaf, &c.</i> xlv
OAKLEY, JOHN, & SONS, LD., <i>Knife Polish</i> xl	<i>Col. Supp.</i> lii	WRIGHT, LAYMAN & UMNEY, LD. Cover
OFFENHEIMER, SON & Co., LD. 42	SMITH, T. & H., LD., <i>Chemicals, &c.</i> lii	ZEAL, G. H., <i>Clinical Thermometers</i> xlviii
		ZIMMERMANN, C., & Co. (CHEM.), LD. xii

TABLETS.

SINCE the publication of our new list, the fall in value of many drugs has enabled us to make corresponding reductions in the prices of Tablets, and we are giving our customers the accruing advantages. In other words, the prices of our Tablets being directly proportionate to manufacturing costs any decrease of value of materials results automatically in a corresponding advantage to our customers.

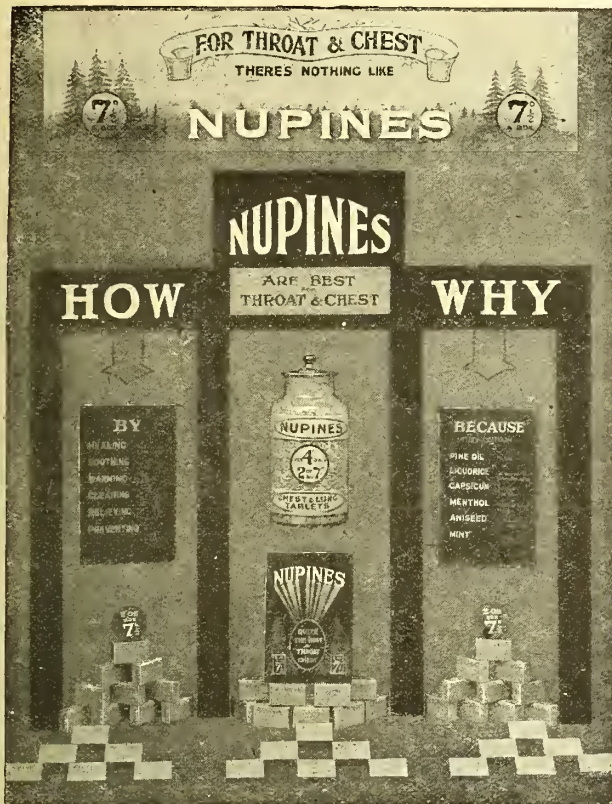
The prices in our list should be taken as a general guide only, and customers can depend on our Tablets being invoiced at the lowest current competitive prices. Quotations will be forwarded if desired.

The Cooper Laboratory,

PROPRIETORS—

Chemicals & By-Products, Ltd.,

WATFORD.



The "Busy" Pharmacists Window

THEY COST
28 lb. 2/1 lb. ; 56 lb. 2/- lb. ;
1 cwt. 1/11 lb.

COMPLETE SHOW & 200
CARTONS FREE with 56 lb.

NUPINES: The World's Pine Tablet

There must be a reason why we make and sell so many tons of this popular Pine Tablet. In fact, there are several : Pleasant to the taste ; do not break up in the mouth but slowly dissolve right down to a wafer ; a window display that talks the goods ; and last, but not least, a good guaranteed profit for YOU.

Displays now running in nearly every town in the United Kingdom. Keep a good stock.

MOORLAND PHARMACY SERVICE

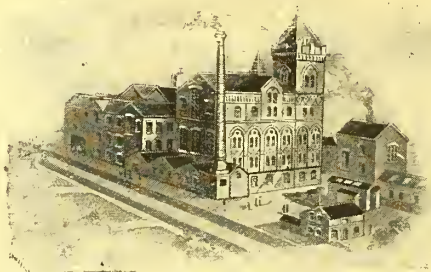
W.B. CARTWRIGHT · LTD.

RAWDON



NR LEEDS

“John



Bull”

(REGD.)

MALT EXTRACT

and

COD LIVER OIL

IS THE BEST!!

Supplied in Bulk, Jars, Cardboard Containers, &c., for Wholesale and Export only.

MALT EXTRACT POWDER, MALT FLOUR for INFANTS' and INVALIDS' FOODS.

PAINE & CO., LTD., ST. NEOTS, HUNTS.

QUININE

MAARSSSEN

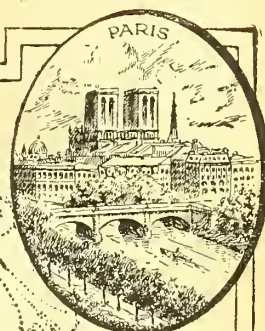
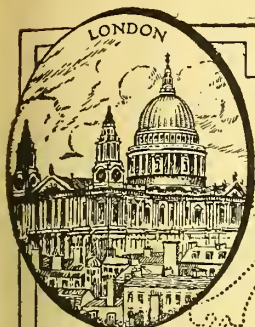
QUININE and QUININE SALTS.

Unexcelled in Uniformity of Quality.
Brilliant Crystallisation and Purity of Colour.

CINCHONINE, CINCHONIDINE, QUINIDINE,
and their SALTS.

NEDERLANDSCHE KININEFABRIEK, MAARSSSEN, HOLLAND

AGENTS.— R. W. Greeff and Company, Ltd.
Thames House, Queen Street Place,
LONDON, E.C.4.



PHARMACEUTICAL AND PHOTOGRAPHIC PRODUCTS.

*R. W. Greeff & Co., Ltd., offer at lowest
prices the following products:*

(WHOLESALE QUANTITIES ONLY)

Acetanilid	Guaiacol Carbonate	Potash Sulpho-Guaiacolate
Acetone	Hexamine	Quinidine and Salts
Acetyl Salicylic Acid	Homatropine & Salts	Quinine and Salts
Acid Lactic	Hydroquinone	Quinine Ethyl Carbonate
Amidol	Ichthyol Substitute	Quinoidine
Amidopyrin	Kelene	Resorcin
Barbitone	Lemon Oil	Saccharin
Benzoic Acid	Lithia Carbonate	Salicylic Acid
Benzamine Hydrochlor.	Lecithin	Salicylate of Soda
Benzamine Lactate	Menthol	Salol
Benzo Naphthol	Mercurials	Soda Benzoate
Beta Naphthol	Methylene Blue Medicinal	Soda Hyposulphite
Bromides	Methyl Salicylate	Soda Sulphite Anhydrous
Calcium Lactate	Metol	Sugar of Milk
Chloral Hydrate	Paraldehyde	Tannic Acid Leviss
Cinchonine and Salts	Peppermint Oil	Tannin Albuminate
Cinchonidine and Salts	Pepsine	Tartaric Acid
Cocaine	Peptone	Terpineol
Creosote Carbonate	Phenacetin	Terpine Hydrate
Eucalyptus Oil	Phenazone	Theobromine
Gallie Acid	Phenolphthalein	Thymol Crysta's
Glycerophosphates	Pyrogallie Acid	Vanillin

R.W.Greeff & Co., Ltd.

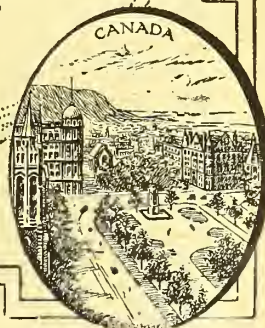
THAMES HOUSE, QUEEN STREET PLACE,
LONDON, E.C.4.

MANCHESTER BRANCH

Lloyds Bank Buildings,
King Street.

NEW YORK AGENTS

R. W. Greeff & Co., Inc.,
78 Front Street.



PAPE'S COLD COMPOUND

For Colds, Influenza,
Headache, Neuralgia.



Advertised
Retail
Price
1/3

Net Trade
Price
Per doz.
12/-



Get instant relief with
"Pape's Cold Compound."

Get instant relief with
"Pape's Cold Compound."

We have made arrangements for the distribution of this popular remedy throughout Great Britain and Ireland. Attractive advertisements will appear in all the principal newspapers, and we anticipate large sales of PAPE'S COLD COMPOUND on account of its success in the rapid breaking up of Colds, &c. All Chemists who wish to get the benefit of this increased business should order a small quantity from their wholesaler NOW. WE GUARANTEE THE SALE.

Agents for Great Britain:

PROPRIETARY AGENCIES LTD., 179-181 Acton Vale, London, W.3

Protect your Business
against the slings and arrows
of outrageous Fortune

Diagram illustrating risks covered by The Pool Comprehensive Policy:

- FLOOD
- FIRE
- PLATE GLASS
- BURSTING WATER PIPES
- LOSS OF PROFITS
- WORKMEN'S COMPENSATION
- THIRD PARTY DRIVERS
- LOSS OF RENT
- TEMPST
- STORM
- RIOT
- BURGLARY

By One Policy
Covering all Risks
issued by
The Licences & General Insurance Co. Ltd.
Victoria Embankment
Next Temple Stn. W.C.2

The POOL COMPREHENSIVE SHOPKEEPERS' POLICY

FUNDS EXCEED £300,000. FOUNDED 1890

Annual Bonus

Maw's



Page

January 22, 1921

No. 484

There is one outstanding feature of the policy of the House of Maw which should be engraved deeply on the mind of every British Chemist—the fact that Maw's goods are sold to chemists only.

A moment's consideration will bring home to you the importance of this policy. In effect it is just this: When you handle goods sold indiscriminately to all types of retailer, you are hopelessly outnumbered by outside competitors. When you handle a Maw's line you restrict competition to your own profession.

Obviously this policy entails considerable loss of business at the moment, but we believe that once the chemist realises the far-reaching effects of our policy of Maw's goods for the chemist only, he will requite loyalty with loyalty by giving preference to Maw's goods whenever and whatever he buys.

*Buy it at Maw's—the Ancient
House with Modern Methods.*

Telephone:
City 7
Private
Branch
Exchange

Telegrams:
Eleven
Cent
London

S. Maw, Son & Sons, Ltd.,
London, England.

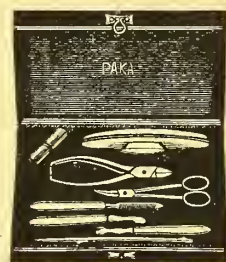
Cables:
Eleven
London

Code
A.B.C.
4th & 5th
Edition



We are now showing a range of high-class

MANICURE SETS



of the finest workmanship.

Best steel instruments and cases of
exquisite appearance and finish.

Low Prices. Finest Quality.
Inspection Invited.

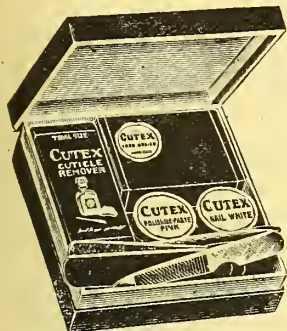
HERTZ & CO.

9 Mincing Lane, London, E.C. 3.

Telephone: 10607 Central.

Telegrams: "Freshness, Fen."

"CUTEX" Nail Preparations

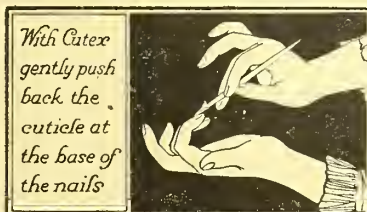


No. 16 COMPACT SET.

27/- dozen.

P.A.T.A.

3/- each.



CHEMISTS and Stores say that "Cutex" advertising has been the largest single influence in the remarkable development of the manicuring habit. Whenever a new user is interested, a regular customer is developed.

Where a few years ago a hundred women were careful of the appearance of their nails, to-day there are literally thousands.

To-day, the sales of "Cutex" products are greater than those of all other manicure products combined. "Cutex" overwhelmingly dominates the field.



No. 1 REMOVER

18/- dozen.

P.A.T.A.

2/- each.

No.		Retail.	Doz.
1	"Cutex," The Ideal Cuticle Remover (Small) ...	2/-	18/-
2	"Cutex," The Ideal Cuticle Remover (Medium) ...	4/-	36/-
4	"Cutex" Nail White ...	2/-	18/-
5	"Cutex" Nail Polish Cake (White) ...	2/-	18/-
6	"Cutex" Nail Polish Cake (Pink) ...	2/-	18/-
7	"Cutex" Nail Polish Cake (Trial Size) ...	7½d.	5/6
8	"Cutex" Nail Polish Powder ...	1/6	13/6
9	"Cutex" Nail Polishing Paste (Pink) ...	2/-	18/-
10	"Cutex" Nail Polishing Paste (Plain) ...	2/-	18/-
11	"Cutex" Liquid Nail Enamel ...	2/6	22/6
13	"Cutex" Cuticle Comfort ...	2/-	18/-
14	"Cutex" Nail Bleach (Powder) ...	2/-	18/-
15	"Cutex" Rouge ...	2/-	18/-
16	"Cutex" Compact Manicure Set ...	3/-	27/-
17	"Cutex" Travelling Manicure Set ...	9/6	84/-
18	"Cutex" Boudoir Manicure Set ...	19/-	168/-
22	"Cutex" Nail Polish Stick ...	1/6	13/6
31	"Cutex" Cold Cream ...	2/-	18/-

SOLE AGENTS:

HENRY C. QUELCH & CO.,

4 & 5 LUDGATE SQUARE, LONDON, E.C. 4.

DEARBORN

LIMITED

37 Gray's Inn Road, LONDON, W.C.

Toilet Specialities.

	Price per doz. to Retailer.	Selling Price P.A.T.A.
PILENTA SOAP -	10/-	1/-
A complexion soap.		
PROLACTUM -	10/-	1/-
For the lips.		
PARSIDIUM JELLY	10/-	1/-
For wrinkles.		
ALLACITE of ORANGE BLOSSOM	22/6	2/6
A dressing cream.		
BORANIUM -	22/6	2/6
A hair tonic.		
CLEMINITE -	22/6	2/6
For a face lotion.		
COLLIANDUM -	22/6	2/6
For a face tint		
PERGOL -	22/6	2/6
A deodorant.		
STALLAX -	22/6	2/6
For a shampoo.		
JETTALINE -	31/6	3/6
For clearing the skin.		
PHEMINOL -	36/-	4/-
A depilatory.		
MENNALINE -	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX	31/6	3/6
A face cream.		
STYMOL -	36/-	4/-
For oily complexions and blackheads.		
BARSYDE -	22/6	2/6
Dandruff eradicator.		
TAMMALITE -	22/6	2/6
For grey or faded hair		
LIQUID PERGOL -	31/6	3/6
To check excessive perspiration locally.		
BICROLIUM -	22/6	2/6
For whitening the hands.		
HARAPOSA -	22/6	2/6
Nut oil shampoo.		

STOCKED BY ALL WHOLESALE HOUSES

COLONIAL DEPOTS AND AGENCIES.

AUSTRALIA:

ALL WHOLESALE, and
DEARBORN, Ltd., Grace House, Clarence Street, Sydney.

SOUTH AFRICA:

LENNON & CO., Ltd. (Cape Town)
SIVE BROS. & KARNOVSKY, Ltd. (Johannesburg)

INDIA:

KEMP & CO., Ltd. (Bombay)
THE INTERNATIONAL TRADING CO., Princess Street (Bombay)
R. MACLURE (Madras)
SMITH, STANISTREET & CO. (Calcutta).
MEHTA BROS. (Calcutta)
JAMNADAS BROS. (Bombay)

NEW ZEALAND:

SHARLAND & CO., Ltd. (Auckland & Wellington)

SOUTH AMERICA:

DEARBORN, Ltd., Calla Salta 264, Buenos Aires.



SNOWFIRE is in great demand. Other traders are asking for stocks, but we have refused to supply except to chemists and druggists.

The whole of this trade is awaiting you, but let the public know you stock it. Display Snowfire well—it will pay you.

Snowfire is being consistently advertised.

Above is one of our SMALL advertisements.

Snowfire

There is an all-the-year round sale for Snowfire. Shows substantial profit. Attractive advertising matter free.

F. W. Hampshire & Co. Ltd.
Riverside Works, DERBY.



Mr. Geo. R. Sims' "Tatcho" and "Tatcho-tone."

A big vigorous, impressive advertising campaign, covering the whole of the British Isles, is now being pursued. A vastly increased volume of business is inevitable. Generous profit to the trade has been arranged.

TATCHO
THE HAIR GROWER
Price 2/9

Wholesale:

26/-
PER DOZEN.

TATCHO-TONE
FOR GREY HAIR
Price 4/6

Wholesale:

42/-
PER DOZEN.

GEO. R. SIMS' HAIR RESTORER CO.
5 Great Queen St., Kingsway, LONDON, W.C.2.

AYRTON'S WEEKLY

Special Bonus Offer—

With an order for a gross of any Ayrton Toilet Article or Household Remedy listed below we will send, free of charge, one dozen.

The only stipulation is that you agree to make a window display of the Preparation for not less than two weeks.

This bonus offer covers the following Preparations:—

Ayrton's Coconut Oil Shampoo			
Per dozen	...	16/6	Per gross ... 198/-
Ayrton's C.N.O. (Coconut Oil) Shampoo Tablet			
Per dozen	...	10/-	Per gross ... 114/-
Ayrton's Complexion Wax			
Per dozen	...	10/-	Per gross ... 114/-
Ayrton's Dental Cream			
Per dozen	...	8/-	Per gross ... 93/-
Ayrton's Figolets (Regd.)			
Per dozen	...	10/-	Per gross ... 114/-
Ayrton's Hair Remover			
Per dozen	...	10/-	Per gross ... 114/-
P.K.L. (Pain-Killing Liniment)			
Per dozen	...	12/-	Per gross ... 144/-
Ayrton's Pinettes			
Small size, per dozen	...	5/6	Per gross ... 63/-
Large size	...	7/9	Per gross ... 90/-
Ayrton's Mints			
Small size, per dozen	...	4/-	Per gross ... 45/-
Large size	...	7/-	Per gross ... 78/-
Ayrton's Solidified Brilliantine			
Per dozen	...	9/6	Per gross ... 108/-
Ayrton's Skin Cream			
Per dozen	...	8/-	Per gross ... 96/-
Ayrton's Talcum Powder			
Per dozen	...	8/-	Per gross ... 90/-
Ayrton's Winter Cream			
Per dozen	...	8/-	Per gross ... 96/-

£5 orders Carriage Paid. Showcards, Window Posters, Weight Cards, Blotters, etc. supplied with all orders.

Write for Price List of Ayrton Toilet Articles and Household Remedies, and particulars of Sales Helps.

London Agents for

Ayrton
Toilet Articles and
Household Remedies

J. C. GAMBLES & CO.

49 FARRINGDON STREET

LONDON, E.C. 4

AYRTON, SAUNDERS & Co. L^{TD}

Manufacturing Chemists

LIVERPOOL

The line that is selling this winter
HOREHOUND, COLTSFOOT
 —and ANISEED—

COUGH CANDY

Per 1/10 lb.

28-lb. lots

Per 1/9 lb.



May we send you our

January 1921

revised

Price List.

6 doz. Cartons supplied free per 28 lb.

THOS. GUEST & CO., LTD.

Carruthers Street - - ANCOATS, MANCHESTER.

IF YOU USE

TRANSPARENT
 (GREASEPROOF)

PARCHMENT ENVELOPES

... FOR ...

SHAMPOO

POWDERS

DRUGS, CHEMICALS, &C., &C.,

PLEASE LET US QUOTE YOU.

WE ARE THE LARGEST MAKERS
 OF THIS CLASS OF ENVELOPES.

SAMPLES ON APPLICATION.
 — PROMPT DELIVERIES. —

GEO. OWEN & SON,

ENVELOPE MANUFACTURERS & PRINTERS,
 FLORENCE STREET, HOLLOWAY HEAD.

BIRMINGHAM.

To Manufacturers of Food and Commercial Products.

FOR SALE.

From 1000 to 2000 gallons of Fresh Separated Milk daily,
 at The Creamery, John O' Gaunt, near Melton Mowbray.

Steam, water and the use of vats
 and part of premises provided.

APPLY TO THE MANAGER.

ART OF DISPENSING (9th Ed.) 8/6, by post 8/9.

VETERINARY COUNTER PRACTICE, 7/6, by post 8/3.

CHEMIST'S DICTIONARY OF MEDICAL TERMS, 3/6, by post 3/10.

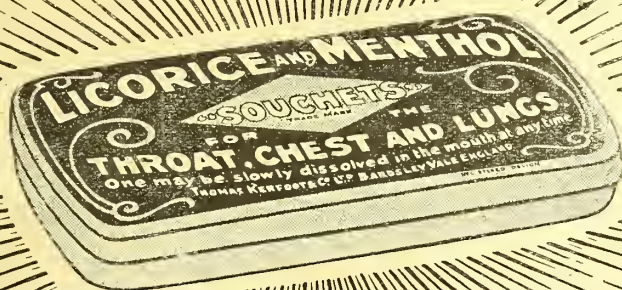
THE CHEMIST AND DRUGGIST, 42 CANNON ST., E.C. 4.

CURRENT PRICE LIST.

Milner Cleaner	3d.	6 doz. 10/-	12 doz. 19/-
For Straw Hats			
Plano for Chapped Hands	3d.	11/6	22/-
Naphthalene	2d.	6/6	12/6
Disinfecting Blocks			
Solid Liniment Tablets	6d.	22/6	44/-
Capsicum Amber and Eucalyptus			
Railox Nit Destroyer	3d.	12/-	23/6
Do.	7½d.	5/3	per dozen.
Sleggs' Toboggan	1/4	12/6	.. ..
Ginger			
For making Ginger Wine			

All goods carriage paid. Write for
 Cash Bonus and Discount Terms to—

MILNER'S CHEMICAL CO., Liverpool.



A Splendid Seller!

THAT is how retailers describe this popular Licorice combination. And Licorice and Menthol "Souchets" are splendid in every way—splendid in quality, in finish, in "get-up," in attractiveness, in demand, and, most important of all, they carry a splendid margin of profit.

Licorice and Menthol "Souchets" are sold in bulk, price 5/- per lb., and also in 6d. pocket tins as illustrated above, price 3/9 per dozen. :: :: There are display outers to hold one dozen and three dozen tins.

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797.

COPYRIGHT

For JUST what YOU WANT
IN
GLASSWARE
OF EVERY DESCRIPTION
and FOR ALL PURPOSES

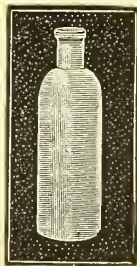
JULES LANG & SON hold stocks in the Provinces ready for immediate delivery, and in their North and West London Depots.

No other firm can claim to hold such a general stock in the Kingdom. NEARLY all your needs can be met on request: Limes, Medicals, Vials, Tobjins, Mexicans, Cheltenham, Male and Ear Syringes, Kalis, Opal Pomades, Flint Pomades, Smelling Salts, Panels, Cannons.

For the convenience of London customers who have not the accommodation we are prepared to deliver bottles washed.



Kali



Lime



Medical

Tubes of all sizes, Test Tubes, Douche Linings, Burettes, Separating Funnels and many other lines in Chemical and Laboratory Glassware.

Nasal Douche.



Two-ended Feeder.

SPECIAL NOTICE to our PROVINCIAL CUSTOMERS.

We have stocks of 4-oz. Plain and Graduated Medicals, 2nd quality, tinted, in Hull, which we are offering at 15/6 per gross net, free Hull. Also 3-oz. at 12/- per gross, net, free Hull.

WHOLESALE ONLY.

NO RETAIL FIRMS SUPPLIED.

JULES LANG & SON

Charlton Works, Charlton Place, Islington, LONDON, N. 1.

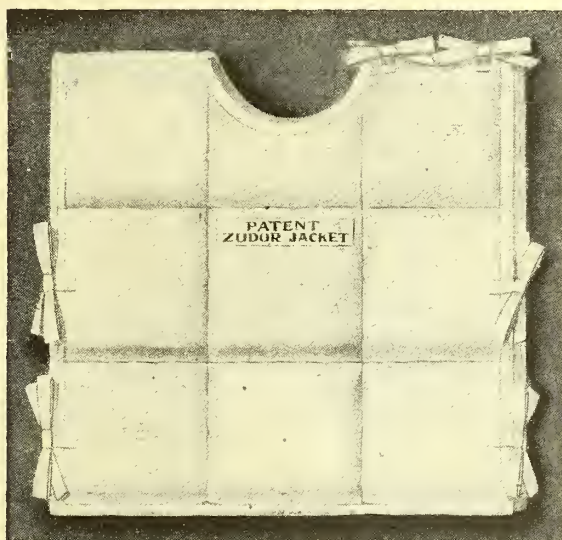
Telephones: North 2770-2 (three lines).
Telegrams: "Assorted, Phone, London."

Codes: A B C, 5th Edition; Scott's, 10th Edition (1906);
and Bentley's Complete Phrase Code.



*For Chest Colds,
Bronchitis and Pneumonia,
or as a Chest-Protector
recommend—*

"ZUDOR" JACKETS



In Six Sizes and Two Qualities.

(Any special size made to Order.)

No.	Across Chest	Shoulder to waist.	Cotton		Lambs	
			Wool	Retail	Wool	Retail
			Per doz.	each.	Per doz.	each.
1.	8 in.	6 in.	9/-	1/3	16/-	2/-
2.	10 in.	8 in.	14/-	2/-	24/-	3/-
3.	12 in.	10 in.	18/-	2/6	30/-	3/9
4.	15 in.	12 in.	24/-	3/4	36/-	4/6
5.	19 in.	13 in.	30/-	4/2	42/-	5/3
6.	21 in.	15 in.	36/-	5/-	54/-	6/9

*Showcards
and*

*Advertising Matter
supplied with each Order.*

CUXSON, GERRARD & Co., Ltd.
OLDBURY, near BIRMINGHAM.

ROSE & CO.

Brillantine-Chlorophyll

THE ONLY COMBINATION.

Write for SAMPLES and QUOTATIONS.

HAARLEM - HOLLAND.

CHLOROPHYLL C.

Fast to Light and Acid—Absolutely Pure. Guaranteed to be of uniform concentration and shade, and to give an entirely clear solution.

The Sandoz Chemical Co., Ltd. - - Bradford.

(1)

ROURE BERTRAND FILS, GRASSE. *Established 1820.*

LAVENDER (French), SPIKE LAVENDER (French and Spanish)

NEROLI, GERANIUM (African and Bourbon), SANDALWOOD, PETITGRAIN (French and American),

VETIVER (Java and Reunion), ROSEMARY, BOIS DE ROSE FEMELLE, YLANG, &c.

ORRIS CONCRETE and LIQUID.

ESSENCES, SOLIDES and LIQUIDS from flowers.

RESINOIDS and POMADES.

We have Stocks in London of the most important Essential Oils and Perfumery Products.

JUSTIN DUPONT, Argenteuil (S. & O.), France

Makers of SYNTHETIC PERFUMES

and some of the finest original odours extant, for Sachets, &c.

SOLE AGENTS FOR THE UNITED KINGDOM:

STEPHENS BROTHERS & CO., 2, 5 & 6 Bury Court, St. Mary Axe, London, E.C.3.

Wholesale Houses only supplied.

CHEMICAL WORKS ROERMOND

RACO

AROMATIC CHEMICALS
FLOWER OILS
SYNTHETIC PERFUMES

MUSK AMBRA - 100 %
MUSK KETONE 100 %
MUSK XYLOL - 100 %
MUSTARD OIL, ART.

H. RAAB & CO.
ROERMOND . HOLLAND

N.V. CHEMISCHE FABRIEK "NAARDEN"

BUSSUM, HOLLAND.

ESSENTIAL OILS, &c.

for the Soap, Confectionery, Mineral
Water, Tobacco and Allied Trades.

SPECIALISTS

in the manufacture of SYNTHETIC
Products for the Perfumery Trade.

Flor. Oils. Pharmaceutical Oils. Chemicals.

LARGE STOCKS IN LONDON.

Apply for Price List to—

GERALD BROMAGE & CO., 9-10 Foster Lane, E.C. 2

Telephone: CITY 4719

"ARETHUSA"

Brand

ESSENTIAL OILS

LEMON, ORANGE (Sweet & Bitter)
BERGAMOT :: MANDARIN

Guaranteed absolutely pure

**The Brand that covers only Finest
Quality Oils.**

*Manufactured by the old-established house of
FRATELLI JUNG (Est. 1867) Palermo,
Messina, Catania.*

ASK YOUR USUAL SUPPLIERS
to deliver you "Arethusa" Essential Oils,
or apply to the London Agents:

**Gerald McDonald & Co.,
9 BOTOLPH LANE - E.C.3.**

Telegrams: "Spicebush, Bilgate, London."
Telephone: Avenue 206 (3 lines, 7 extensions).

FOR

**ESSENTIAL OILS, FRUIT ESSENCES,
SYNTHETIC PERFUMES & CHEMICALS,
FOOD COLOURS, etc.**

SEND YOUR INQUIRIES TO

E. H. GEDDES & CO.

49 Leadenhall Street, London, E.C. 3.

(Sole Agents for Rudolf Lauche.)

Shipkoff's Pure Otto of Rose

*Nature ordained that Otto of Rose should have certain
chemical and physical contents. Fakers design rose oils having
the same contents, but they are not Otto of Rose.*

Shipkoff's Otto of Rose is Nature's Otto.
Before placing your contract be sure to get Shipkoff's sample
and price, and try it. Original Sample Coppers in 1, 2 & 4-oz. sizes.

ONCE TRIED—ALWAYS USED.

Highest Awards at all Universal Expositions, including
Four Grand Prizes.

Shipkoff & Co., Kazanlik, Bulgaria.

BRANCH OFFICE IN SOFIA.

Model Steam Factories in Kazanlik, Kalofir, Kerlovo and
Rahmenlari. London Depot—

G. P. & J. BAKER, LTD., 5 Giltspur St., Newgate St., E.C. 1.

OILS ESSENTIAL, Etc.

Amber
Aniseed
Anethi, Ang.
Angelica
Bay
Bergamot
Cade
Cajuput
Calamus
Cananga
Carui
Cassia
Cedarwood
Chamomiles, Ang.
Cinnamon
Citronella
Cloves, Ang.
Cognac
Copaiba
Cubebs
Eucalyptus
Fennel
Ginger

Courtin & Warner

CHEMICALS, DRUGS, ESSENTIAL OILS, SYNTHETICS, Etc. Etc.

FOR

Wholesale Chemists, Druggists,
Soap Makers, Confectioners and
Allied Trades.

List of Synthetics, etc., will
appear in next issue.

8 Harp Lane, London,
E.C. 3.

Telegrams—
"ACOURTIWA, BILGATE, LONDON."
Telephone—
AVENUE 2220 AND CENTRAL 9521.
Codes—
LIEBER'S: A B C, 4, 5 & 6 Ed.; BENTLEY'S.

OILS ESSENTIAL, Etc.

Juniperberries
Juniper Wood
Lemon
Lemongrass
Limes
Mustard
Nutmegs
Orange
Otto of Roses
Palmarosa
Patchouli
Peppermint
" American
" English
" Japan
Pennyroyal
Pimento
Pine, American
Santal, E. I. Ang.
Sassafras
Spearmint
Wintergreen
Wormseed

(2)

TERPENELESS OILS BRITISH MADE

We manufacture exclusively ourselves all kinds of
Terpeneless Oils, and invite inquiries from users throughout
the world.

WE SPECIALISE IN TERPENELESS:

Anise (Anethol)

Bay

Bergamot

Caraway

Cassia

Cinnamon

Clove

Dill

Geranium

Ginger

Juniperberry

Lavender

Lemon

Limes

Mandarin

Nutmeg

Orange

Peppermint

Petitgrain

Rosemary

CITRAL

EUCALYPTOL

CINNAMIC
ALDEHYDE
GERANIOL

— SICILIAN —
LEMON - BERGAMOT
ORANGE - MANDARINE.

— **SPINELLI** —

The Oils that have a Long
Reputation for Quality.

In the manufacture of our Terpeneless Oils
it was imperative that we secured the very
finest Sicilian Oils to work upon. After
several exhaustive tests we came to the
conclusion that the "SPINELLI" brand of
Sicilian Oils gave us the best results. As
we were able to place large orders for our
own needs with the manufacturers, we have
pleasure in stating that they have entrusted
us with their British Agency, and we offer
to users of Sicilian Oils the benefit of our
experience. There is a quality in every
package. Guaranteed Genuine Oils of
authentic origin, and to conform to any
analysis as to purity.

HOLLANDS DISTILLERY LTD.

Lavington Street, Southwark, LONDON, S.E. 1.

ABC Code, 5th Edition.
Western Union.

Telegrams: "LANDSLOH LONDON."
Telephone: Hop 898.

AUSTRALIAN AGENTS.—OURY, MILLAR & CO., LTD., 350 Kent Street, SYDNEY.

INDIAN AGENT.—Mr. W. CARR, c/o GRINDLAY & CO., BOMBAY.

Synthetic & Aromatic Chemicals Essential Oils, Flower Oils, &c.

LEMON · BERGAMOT · ORANGE · MANDARIN

PURE FOOD COLOURS In accordance with Pure
Food Laws of U.S.A.

SELF-FIXING BOTTLE CAPS

Made by CHEMICAL WORKS "THALES," AMSTERDAM.

For Samples and Prices apply to :

HOLBORN
2499.

K. B. MAVLANKAR

"EKDUM
LONDON."

Minerva House, 26-27 HATTON GARDEN, LONDON, E.C. 1

Sole European Agent to
ESSENFLOUR PRODUCTS, LIMITED, MYSORE
Distillers of Essential Oils.

Agent to POLAK & SCHWARZ, LTD., ZAANDAM;
HEATH MANUFACTURING CO., ST. LOUIS, U.S.A.;
CHEMICAL WORKS "THALES," AMSTERDAM.

AMERICAN ESSENTIAL OILS

"MOHAWK" BRAND

OIL PEPPERMINT (Natural)

OIL CEDARWOOD
OIL CEDARLEAF

OIL HEMLOCK
OIL BIRCH

Heliotropine Crystals C.P.
Vanillin C.P.
Coumarin C.P.
Oil Wormseed, American.
Oil Wintergreen Leaf
U.S.P.

MAGNUS, MABEE & REYNARD, Inc.

Essential Oils, Chemicals and Drugs,

NEW YORK - - U.S.A.

Cables—"MAGLAUR."

Buy from the Actual Distillers.

EUCALYPTUS OILS 60/65% 70% 75/80%

EUCALYPTUS
AMYGDALINA
EUCALYPTUS
CITRIODORA
EUCALYPTOL
(CINEOL)

We will quote you C.I.F. afloat or ex London Stocks.

GILLARD GORDON, LTD.

(Amalgamated with Burnside & Co.)

HEAD OFFICES - SYDNEY.

LONDON OFFICES:

7 Drapers Gardens, Throgmorton Avenue, London, E.C. 2

Telephone No. : London Wall 8237.

The Best
that You
Can Use.



The Best
that Money
Can Buy.

PREMO

Concentrated Essences, Floral Ottos & Compounds

FOR PERFUMING ALL KINDS OF TOILET PREPARATIONS.

You should not be satisfied with the "just as good" kind of Essences as they invariably fall lamentably short of the Preemo high standard of Quality and never give the same satisfaction.

The Preemo Essences never fail you in whatever use that you may put them, and not only do they give superior results to those obtainable from inferior Essences but they are more profitable owing to their great concentration, a little Preemo Essence going a long way.

When next you buy Essences make satisfaction sure by ordering the original and genuine Preemo Essences—the best that money can buy.

Try them at our expense. We will gladly send

The
PREMO BOOK
of
Simple Recipes
for
Making all Kinds
of
Toilet Preparations

Contains over 100
valuable Recipes, most
useful guide to Toilet
Preparation Manu-
facture. **10/6**
Post Free.

FREE SAMPLES

on receipt of a note on your business heading.

THE PREMO CONCENTRÉ AND ESSENTIAL OIL CO.

63 HIGH HOLBORN, LONDON, W.C. 1.
Telephone—HOLBORN 3095.

97 Warren Street, New York.
Telephone—BARCLAY 7304.

32 RUE DE MONTENOTTE, PARIS.
Telephone—WAGRAM 27-25.

And 127 Duane Street, New York.
Telephone—CANAL 4368.

POUDRE DE LUZY

THE BEST AND MOST BEAUTIFULLY
PRESENTED FRENCH FACE POWDER.

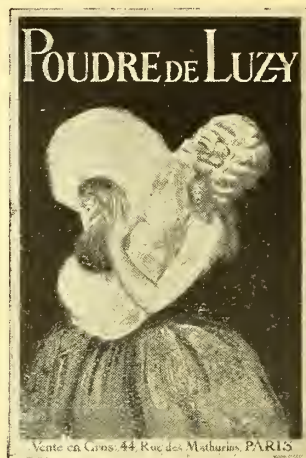


10½d. 1/9 3/6

RETAIL.

Less 33½%.

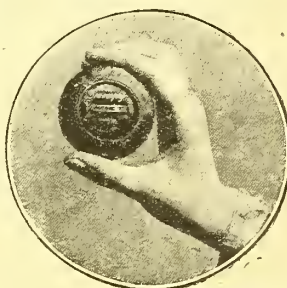
SHOWCARDS AND FREE
SAMPLES
WITH ALL ORDERS.



Vente en Gros 44 Rue des Mathurins PARIS

BEAVERPUFS.

The popular leather and fur
puffs, that sold so rapidly
last year that advertising
was withdrawn.



NUPUFFS.

We hold important stocks to-day,
BEAVERPUFS, brown fur.

NUPUFFS, white fur.

4/6 retail; 36/- dozen.

In ½-dozen display boxes.

W. H. CALNAN & CO., Ltd., 30-32 Ludgate Hill, E.C. 4.

RUVOIRE ET CIE

MANCHESTER & ANTIBES.

High-class Concentrated Perfumes
made with some of the finest flower
oils from the South of France, in
high-class rod-stoppered hexagon
bottles with gold seals.

ODOURS—

PARMA VIOLET. SWEET PEA.
WHITE ROSE. WHITE LILAC.
WALLFLOWER. LILY OF THE VALLEY.

FREE FROM SPIRIT.

Above combination mounted on
artistic card, displaying One Dozen
Bottles.

A very attractive and good Selling Line.

APPLY— **A. M. EVANS,**
154 CHURCH LANE. HARPURHEY
MANCHESTER.

W. SUTER & CO.

12 Edmund Place, LONDON, E.C. 1.

BOTTLES

CUT-GLASS FOR PERFUMERY
NASAL DOUCHES

INQUIRIES SOLICITED.

Telegrams:
"ELMITOLFO, London."

Telephone:
CITY 5792

PURE ESSENTIAL OIL OF HOP.

Singly and fractionally distilled.
HIGHEST CONCENTRATION AND PURITY GUARANTEED.

Prices, samples and information
from the distillers:—

WHITE, TOMKINS & COURAGE, LTD.

HEAD OFFICE:

48 Mark Lane, LONDON, E.C. 3.

And at
LIVERPOOL, BELFAST, BOSTON, and TANDRAGEE.

Artistic!



"Konol" Liquid Shampoo

like all dressing-table requisites, makes its primary appeal to the purchaser on the attractiveness of its appearance. It is what the French term "chic"

The triangular-shaped carton is designed in mauve and yellow on a black ground, and the distinctiveness of its appeal can be judged from the illustration. This unique packing is supported by showcards designed in a similar distinctive style.

But though attractiveness of appearance will sell *once*, it is quality alone that ensures the repeat order, and helps to build up the goodwill on which your business depends, and for the quality of "KONOL" you have our guarantee.

PRICES:

14/- dozen; 6 dozen, 13/6; 12 dozen, 13/-.
Less 5% to a/c. Retail 2/-.

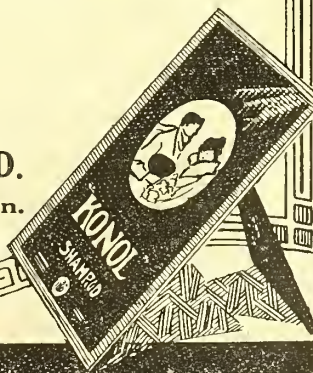
Showcard supplied free.

EVANS SONS LESCHER & WEBB LTD.

Liverpool.

New York.

London.



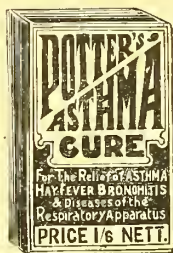
POTTER & CLARKE, Ltd.

60, 62, 64 Artillery Lane, London, E. 1.

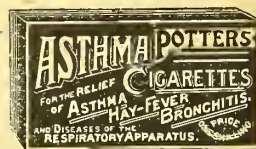
And at 24 Luna Street, Great Ancoats, Manchester.



POTTER'S ASTHMA PREPARATIONS



	Retail.	Wholesale.
Potter's Asthma Cure	- 1/6	14/- doz.
" " Cigarettes	- 1/6	14/- "
" " Smoking Mixture	9d.	7/- "



ADVERTISED EVERYWHERE

MEDICATED PASTILLES

In 4-lb. tins.

Black Throat, Black Antiseptic, Children's Throat, Eucalyptus Gems, Eucalyptus and Menthol.

2/8 lb. 16 lb. 2/6 28 lb. 2/5
56 lb. 2/4 1 cwt. 2/3

Floral Cachous per 3/- lb.

Packed in 1-lb. free cartons unless otherwise specified.

ALL VARIETIES MADE.

"FIVE BARKS" CHEST AND LUNG JUBES

Retail 2 3/4 d. oz. 9d. per 1/4 lb.
4 lb. tins 2/2 lb. 28 lb. tins 1/11
56 lb. tins 1/10 1 cwt. 1/9
9d. boxes (4 oz.) 7/- doz.

New Poster in Six Colours with all orders.

"BORALIA" (REGD.) TOILET PREPARATIONS.

A very attractive series of TOILET SPECIALITIES is being produced bearing the name "BORALIA."

"BORALIA" COCONUT OIL SHAMPOO. Two specimens are shown here. "BORALIA" DENTAL CREAM AND TOOTH POWDER.



Attractive Show Matter with all orders.

Good profits on all sales.

Dental Cream 7/6 doz.

Tooth Powder 5/3 doz.

4 oz. size

12/6 doz.

2 oz. size

8/- doz.



A Chemist's £1000 Advertisement to Benefit YOU!

Extracted from

"The Daily Mirror"

Monday, December 20,
1920.

Mr. A. Secretary, had promised to introduce in the House of Lords a Bill to license theatrical managers.

6,000 REPLIES TO AN ADVERTISEMENT

The Daily Mirror has received the following letter from the Brandis Davis Publicity Agency, of 231-232, Strand, London, W.C. :-

For our clients, the Leighton Laboratories of Gray's Inn-road, London, we took a quarter-page (in your journal) on November 30 at a cost of £70. The space was occupied by the first announcement of the Leighton System of Hair-Growth Promotion, and offered a free trial outfit. Over 6,000 replies were received in response to this one advertisement, and this in spite of the fact that each reply had to be accompanied by 6d. in stamps!

An interesting sequel to the publication of The Daily Mirror net sale figures—over a million a day for the last six months—will be the publication, early in January, of the net sales of the Sunday Pictorial.

MYSTERY OF GIRL'S BODY ON MOOR

FACTS are stubborn things. Here are some for you to ponder over. The advertisement referred to in the adjoining extract from the editorial columns of the *Daily Mirror* cost £70 to insert. The Free Outfits distributed as a direct result of this one advertisement cost us £823 to produce! Therefore, this single insertion meant a disbursement of more than One Thousand Pounds.

The same advertisement is appearing in the biggest circulation papers in the British Isles, and is attracting an enormous number of replies. Our total expenditure on this one campaign will greatly exceed Twenty Thousand Pounds.

It is plain and obvious that we would not spend good money so freely were we not perfectly confident that the sales of QUINOLOX, BI-PASTRATE OF QUINOLOX, and QUIN-QUENNA—the three essentials of the Leighton System of Hair Growth Promotion—will rapidly advance to the stage where we shall be fully repaid.

Each Free Outfit costs us 2s. 6d., and is ample to prove the genuine hair-beautifying properties of the three essential preparations. The vast majority of recipients of the Free Outfit will enthusiastically continue the practice of the Leighton System, and will come to you for supplies. The greatest stress is being laid on the necessity of obtaining only the genuine preparations of the Leighton Laboratories.

You are fully alive to the danger of sending your customers elsewhere for anything. As a result of the present intensive campaign, QUINOLOX, BI-PASTRATE OF QUINOLOX, and QUIN-QUENNA will be in far greater demand than any other preparations for the hair. The elementary laws of business dictate that you should be ready to meet this inevitable demand.

Open an account with the Leighton Laboratories and know what Good Service means! Write now for Special Terms and Particulars of our Monthly Parcel Offer.

Leighton Laboratories

Gray's Inn Road, LONDON, W.C. 1

Phone: Holborn 825.



The
**HENNA
CULT**

of Hair Beauty, based
on the famous

EVAN - WILLIAMS
ORIGINAL

HENNA SHAMPOO

daily extends its bound-
aries, and is now a
subject for popular
journalism.

It pays to sell this famous line.

You will find full details of terms and
prices in the current issue of "THE
SHAMPOO SALESMAN," a copy of
which is gladly sent on request.

Be sure to order

THE EVAN WILLIAMS ORIGINAL
Henna Shampoo

Wholesale only :

THE EVAN-WILLIAMS CO., LTD.
18 Ogle Street - LONDON, W. 1.

"Jackel's Cream"

(without Grease)
for THE HAIR

Sold everywhere

Established 1883.



CRYSTALLISED
1/9 CREAM 2/6

Trade Mark attached to each
bottle.

"Jackel's Cream"
fixes the hair in any de-
sired position ; is un-
excelled as a dressing
and does not soil the
headware. It removes
Scurf and Dandruff,
keeps the scalp healthy,
and promotes the natu-
ral growth of the hair
while maintaining its
softness and brilliancy.

Priced for Wholesale and Export
Houses on application.

Jackel et Cie (of Paris)

Ltd..

Sauciehall Street
GLASGOW.

KEENOLIA Hair Cream.

MADE UP IN TWO SIZES:

4 oz. retails at 1/3
8 oz. " " 2/-

Attractive Showcards supplied GRATIS.

From all Wholesalers, or direct from Manufacturers.

The
"CASSON BRAND"

COLD CREAM
LANOLINE
LAVENDER ICE



THE
CASSON CHEMICAL CO.
LIMITED,

44a WESTBOURNE GROVE, LONDON, W. 2.

Telephones : Park, 2884 & 3568.

C. DAMSCHINSKY'S

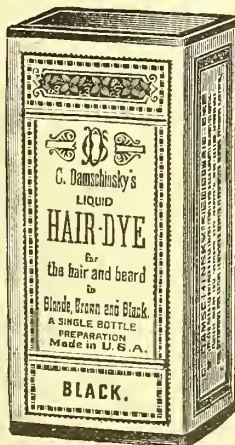
AMERICAN LIQUID DYE.

*Single Preparation for
the Hair and Beard.*

MADE IN
FIVE NATURAL SHADES;
BLONDE, LIGHT BROWN,
BROWN, DARK BROWN,
AND BLACK.

2/- Size 15/- per doz. net.

3/- " 22/- " " "



*This excellent Dye has
an enormous Sale all
over the World.*

SIMPLE TO USE.

WILL DYE
RED, GREY OR FADED HAIR
TO THE DESIRED SHADE
IN A FEW MINUTES.

IT IS NOT A BLEACH.
WILL NOT DYE DARK HAIR
LIGHTER.

From all Wholesale Houses or direct from sole British Agents :

OSBORNE, GARRETT & CO., LIMITED,
LONDON, BIRMINGHAM AND GLASGOW.

THE "OGEE" FETTPOWDER

THE PREMIER POWDER FOR THEATRICAL USE.

In
White,
Rose,
Natural
and Rachel.

PRICE
12/6
PER DOZEN.

PROPRIETORS OF
THE CELEBRATED "OGEE" BRAND OF GREASE PAINTS,
AND THEATRICAL PERFUMERY.

OSBORNE, GARRETT & CO., LIMITED,
BIRMINGHAM. LONDON, W. GLASGOW.

A Window display of "Blue Diamond" Cold Cream

is

Attractive — Profitable — Seasonable



The original of this display measured 5 ft. \times 4½ ft. The colour scheme is carried out in two shades of blue and makes a striking and attractive display. The showcards, price tickets and window-bill are given with orders for 6 dozen (assorted) and upwards. Name and address printed on labels.

PRICES : 9d. Size, 5/6 doz.

1/3 Size, 8/6 doz.

Gross lots, assorted, 5/- & 8/- per doz.

Terms: 5% for Cash in 7 days or Monthly Accounts, net.

Carriage Paid on £3 orders — Cases free.

RAYMET & CO., LIMITED,
507/509 HARROW ROAD, LONDON W.10

Gibbs Taking Stock

Big 1921 Plans for New Custom

JANUARY is commonly stock-taking time. With us it means also the putting into motion of new demand-increasing plans.

Already we have taken stock of the state of the nation's teeth—a really thorough investigation which revealed the astounding fact that **only six per cent. of the population of this country clean their teeth regularly.**

When we realised what an opportunity this showed for securing **new** demand, we decided to enlarge our plans for 1921.

Firstly, we are using double the advertising space of last year; secondly, the appeal and force of our educational efforts will be stronger than ever before.

The results will be an all-round increase in the use of tooth-cleaning material; our object is to win people over, not from one brand to another, but to the use of some Dentifrice rather than nothing-at-all.

We are out to create quite **new** custom for the chemist; for we are confident that we shall get our share.

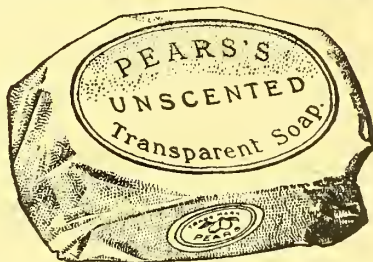
For your part—have you taken stock? If so, have another look at your figures for Gibbs Dentifrice in the light of the foregoing remarks.

If you are not confident that you can meet the coming **new** demand, send us your order to-day.

Include these famous lines in your new stock

Gibbs Cold Cream Soap
Gibbs Dentifrice popular size
Gibbs Dentifrice De Luxe
Gibbs Refills for De Luxe
Gibbs Dental Cream
Gibbs Nickel Shaving Sticks
Gibbs Green Shaving Sticks
Gibbs Blue Shaving Sticks
Gibbs Refills for Shaving
Gibbs Cold Cream Foam
Gibbs Complexion Cream
Gibbs Brilliantine
Gibbs Shampoo Powders
Gibbs Talcum Powders
Gibbs Kura Medicated Soap

D. & W. GIBBS, Ltd.
(Dept. S. 1),
City Soap Works,
LONDON, E. 1



Pears' trade is growing every week; Pears' customers are increasing every day. Are you getting your share of this new business?

Pears

A. & F. Pears, Ltd., 71-75, New Oxford Street, London, W.C. 1



ODO-RO-NO

For Excessive Perspiration.

IN CONSTANT DEMAND
DURING WINTER DANCE
SEASON.

Retail Prices 2/- 4/- 7/6

FROM ALL WHOLESALERS

or direct from

**THE AMERICAN DRUG SUPPLY CO.,
LTD.,**

6 Northumberland Avenue - - LONDON, W.C.2.

SALES
ALWAYS INCREASING.

INDIAN PERFUME BRICK

KEEPS AWAY MOTH.
LASTING & FRAGRANT.



FOR LINEN CUPBOARD AND WARDROBE.

On the P.A.T.A. Retail Price 6d.

WANDA TOILET PUMMICE.
WANDA NAIL POLISH.
WANDA ONE-DROP PERFUME.

Of the Makers:

WILLIS, LOW & DRUIFF, LTD.,
33 Percy St., London, W.1.
AND ALL WHOLESALERS.

CASTLE WORKS,
MOUNT PLEASANT R.P.
TOTTENHAM, LONDON, N.17.

TO TOILET SUNDRIES MANUFACTURERS.

Re Compacts (Solid Face Powder)

May we quote you for compact tablets in any colour to fit your own boxes? Our special methods of both manufacture and packing enable us to guarantee delivery to any part of the world in perfect condition. Wholesalers only are invited to apply for quotations giving quantity, style, size and colours required.

Yours faithfully
Frank Buckler Limited.

N.B.—We can also supply our machine made puffs to fit compact boxes.

Orisal

Regd.

The Original & Successful Remedy for PYORRHEA

Prescribed by the Dental Profession.

PRICES.

Wholesale (including Government Duty)		Retail	
Dental Paste	22/- per doz. .. 6d.	2/6	per tube.
Mouth Wash	41/- & 27/- .. 1/-	5/- & 3/-	.. bottle.
Special Brush	24/- .. 2/6	2/6	each.

Of Wholesalers, or direct from

ORISAL Ltd., 77 George St., Portman Sq., W.1.

Telephone No.: Mayfair 2899.

Something New.

'RECAMIER' Toilet Productions.

Creme Recamier, 1/6, 3/- and 5/6
Savon Recamier, 1/3 and 3/6
Creme de la Harem, 1/3, 2/6 and 4/6
Special Face Powder, 1/6 and 2/6

CARRIES VERY SUBSTANTIAL PROFITS
Enquiries Invited.

RECAMIER TOILET PRODUCTS CO.
4 St. James's Street, London, S.W.1.

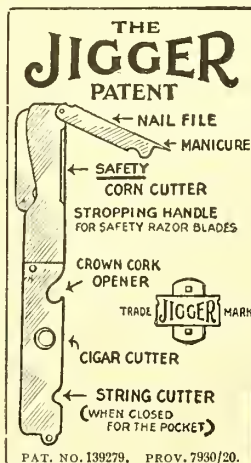
ORDER NOW!

Why throw away your old Safety Razor Blades?
Use them in the "JIGGER"

NEAT AND
FLAT IN THE
POCKET.

PERMANENTLY
SHARP

HIGHLY
PLATED



RENEWABLE BLADES
WHICH COST NOTHING

SHOWS A
GOOD PROFIT

Advertised in all the leading papers. Attractive show matter supplied free. Obtainable from all wholesalers, or from Sole Proprietors—

WATSON, SON & CO.
70a Basinghall Street, London, E.C.2.

BOURJOIS

PARIS.

POUDRE de RIZ de JAVA

Gentlemen,

Jan. 15, 1921.

We have much pleasure in advising you that from to-day's date the price of

POUDRE DE RIZ DE JAVA No. 45

is

Reduced to 10/- per doz. ; 6 doz. 9/9 per doz. ; 12 doz. 9/6 per doz.

The price to the public will not be altered until February 1st, when the selling price will be 1/3 per box.

The small size, **No. 495**, is also reduced to 7/6 per dozen, 6 dozen 7/3 per dozen, 12 dozen 7/- per dozen, and from February 1st this will retail to the public at 10½d. per box.

Trusting to have the pleasure of your orders, and assuring you at all times of our best attention,

We are, yours faithfully,

A. BOURJOIS & CIE, LTD., 66 Carter Lane, LONDON, E.C. 4.

EXCEPTIONAL OFFERS!!

TAKE ADVANTAGE OF THESE SPECIAL OFFERS AND SAVE MONEY. THE LINES CANNOT BE REPEATED.

HANDLE COMBS

(as illustration) CELLULOID
Size, 8 x 1½ in.

225 Gross BLACK ... 10/3 doz.

150 ,, IVORY ... 12/6 ,,

DUST COMBS

FRENCH, GALALITH

300 Gross, from 36/- to 50/- gross.

SPRAY MOUNTS

TELESCOPIC, NICKEL

35 Gross, at 7/9 per doz.

VERNON POWELL, LTD.

9 & 10 St. Andrew's Hill, LONDON, E.C.4.

(Wholesale and Export).

Northern Agents: PENNY & CO., Bigg Market, Newcastle-on-Tyne.

Wholesale and Export ONLY.

COMBS

DRESSING - RAKE - TOOTH

Write for Samples and Quotations for immediate delivery.

J. A. BROTHERS,

17/18 Chapel St., Whitecross St., London, E.C.2

Phone: CITY 5321.

G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of**BEST
BRITISH
BRUSHES**

Please write for full Particulars to—

75 Farringdon Road, E.C. 1.



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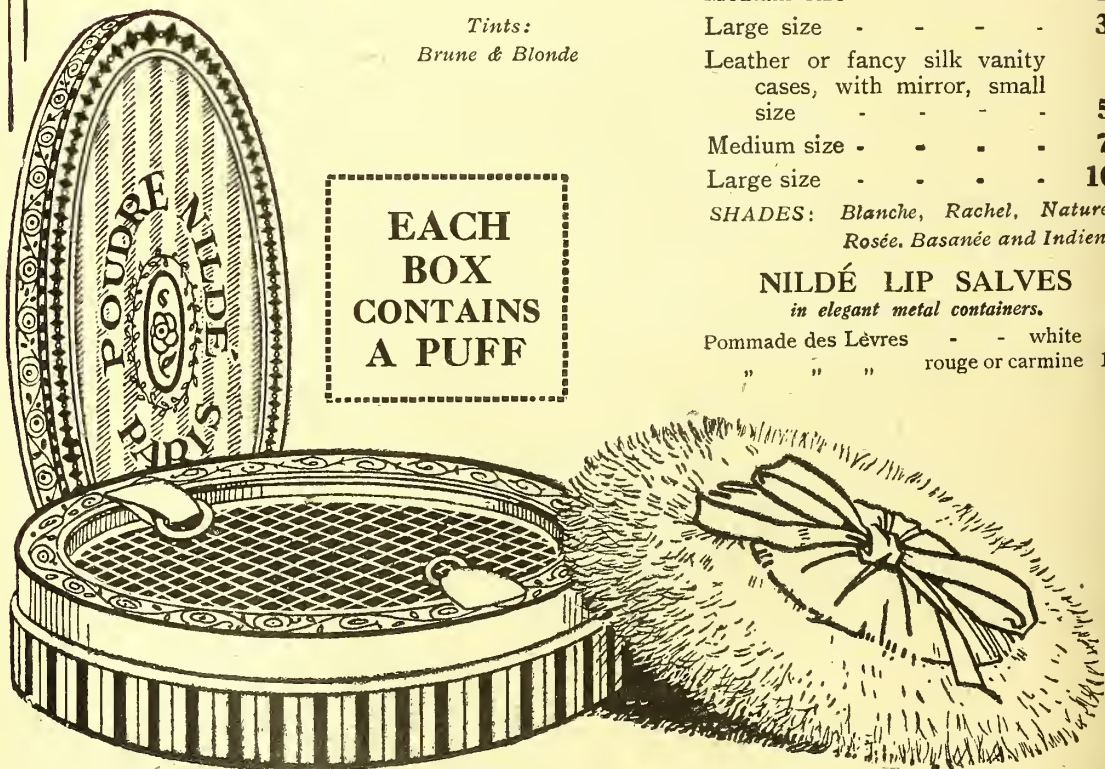
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MINIMUM SELLING PRICE 2/-

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*In two Shades :
Blanche and Naturelle.*

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YOUR WHOLESALE
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**NILDÉ,
Paris**

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THIS attractive two-colour label, with own name imprinted and showcards to match, is reserved to one Chemist only in each locality.

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Offer an unique service to both manufacturers and retailers who require advice and assistance upon matters relative to advertising and selling.

We invite correspondence with manufacturers of really High-class Preparations, Toilet Specialities, Perfumery or Sundries, provided they are lines that will not clash with our present interests.

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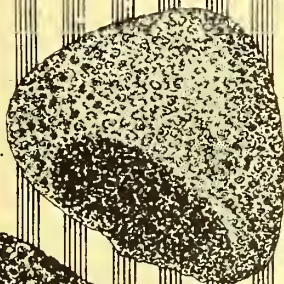


MOORLAND
PHARMACY SERVICE

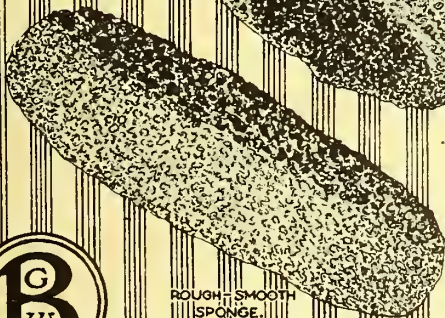
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ROUGH-SMOOTH
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Made from the best red rubber, of a fine soft texture, which resists wear much better than the coarser varieties. The ordinary sponge is made in five sizes; the patent Rough-Smooth in three sizes; and the Turkey Cup in one size only.

Unaffected by boiling water, or strong disinfectants, they are the perfect sponge.

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The most eminent Physicians and Surgeons
prescribe "OPPENHEIMER" products
because of their reliability.

"BI-PALATINOIDS"

OF NASCENT

FERROUS CARBONATE (No. 500)

The Standard Hæmatinic.

NO Chemist can afford to be without them.

*Medical men agree
that there is no more
valuable Tonic Food.*

"ROBOLEINE"

*Children agree
that there is
none so palatable.*

The Chemist who doesn't maintain his
stock of "Roboleine" makes a mistake.

P.A.T.A. PRICES SHOW YOU A HANDSOME PROFIT.

Write for Special WINDOW DISPLAY Terms giving
you a Profit of 50 % on your outlay.

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"The Cream of Magnesia."—*Lancet.*

Neutralises Stomachic Acidity without Evolution of Gas.

P.A.T.A. Terms yield you a Profit of 35 % on your
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179 Queen Victoria Street, LONDON, E.C. 4.

Entirely British House since Foundation in 1891.

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TRADE MARK **'TABLOID'** BRAND

TRADE **'SAXIN'** MARK



*'Tabloid' 'Saxin,' gr. 1/4
Bottles of 100, 200 and
500, 18/0, 33/0 and 72/0
per dozen, subject*

Sell 'SAXIN' once, and
your customers will ask for
it regularly.

It is the aristocrat of
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carries with it all the moral
and material advantages
associated with products of
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It is free from any metallic
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other than pure sweetness.
Each product is equal to
one large, or two small,
lumps of the finest cane
sugar.



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CHESTNUTS the famous Chest & Lung Tablets

1-7 lb.	...	2/3 per lb.	Made from the correct
14 "	...	2/2 "	formula.
28 "	...	2/1 "	
56 "	...	2/- "	Window Display—
112 "	...	1/11 "	Showcard free.

Arthur H. Cox & Co., Ltd., Manufacturing Chemists, **Brighton.**
Established 1839.

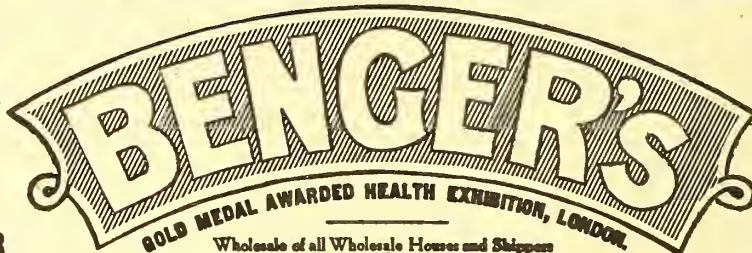
Telephone: Post 895.

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The *Lancet* describes it as

"Mr. Benger's admirable preparation."

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SHOWCARDS AND HANDBILLS ON APPLICATION.

The *British Medical Journal* says:

"Benger's Food has by its excellence established a reputation of its own."

**INVALIDS
AND THE AGED.**

People who pass by

are no good to you. Get them inside and all is serene. Our new "We Three" "Zepto" Display is in charming taste, the colour scheme being French Grey, Pink, Black and White, with the reproduction of a well-executed pencil drawing of Father, Mother and Kiddie. It cannot help attracting, and the message is so apt, so compelling, and will bring them in. Will you have one?

5/3 DOZ.

P.A.T.A.
PROFIT
100%

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ZEPTO



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It goes only with all orders for 6 doz. "Zepto" Pencils on the usual generous show terms, and to obtain, just write

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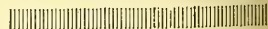
on a postcard, sign and send it on to us—

THOS. CHRISTY & CO.

4/12 Old Swan Lane,

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PENCILS





A Weekly Journal of Pharmacy and of the Chemical and Drug Trades

THE CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists and Druggists' Society of Ireland, and of other Chemists' Societies in the Overseas Dominions.

Subscription Rates. TWENTY SHILLINGS a year of the world, including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single Copy 9d. post free; *Diary*, 10s. post free. Postal orders and cheques should be crossed "Bank of Liverpool and Martin's Ltd."

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Telegram: "Chemicus, Cannon, London." Telephone: Central 3617 (three lines).

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Index Notice.

THE index for Volume XCIII., covering the second half of 1920, is in preparation. We shall be glad if those of our subscribers who desire copies will send us post-card requests, as the index will not be issued with the journal.

Business Changes.

MR. DAVID S. ANDERSON, chemist and druggist, Leyland, Preston, has retired from business. Mr. Anderson passed the Qualifying examination in 1873.

MR. G. A. CLARKE, chemist and druggist, late of Blackpool, has purchased the business of Badham & Sloman, chemists, 282 Higher Union Street, Torquay.

WARD & GOLDSTONE, LTD., electrical engineers, have removed to Frederick Road, Pendleton, Manchester, to which address all communications should be addressed.

LANKSHEAR, WICKSTEAD & CO., LTD., chemical manufacturers, 557 Mansion House Chambers, 11 Queen Victoria Street, London, E.C. 4, are removing on January 24 to 4 Broad Street Place. Their telephone numbers will be "London Wall" 6646 and 6647.

English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

Chemical and Dyestuff Traders' Association.

At a meeting of the Executive Council of the Chemical and Dyestuff Traders' Association, held in London on January 18, the following resolutions were unanimously passed and copies ordered to be sent to the authorities concerned.

This Council view with grave apprehension indications that the position of merchants both with regard to imports and exports is being prejudiced by continued exclusions and restrictions instead of being encouraged as a vital element in the restoration of overseas trading. However necessary these exclusions and restrictions may have been under exceptional conditions, their continuation is now unnecessary, and against the national interest. Some manufacturers, including several who are State-aided, claim a monopoly in distribution as well as in manufacturing, and refuse to quote to merchants, to the obvious detriment and diversion of British trade, and it is to be regretted that the authorities apparently support this policy of the manufacturers when they refuse to grant export licences to merchants unless a maker's certificate is produced, even when it is shown that the goods concerned cannot be sold for home consumption.

This Council are not satisfied that there would be any necessity for increased charges for the use of the telephone if the system were worked upon sound business principles, and strongly protest against new and greatly increased charges being suddenly imposed without full and proper investigation or consultation with the interests most affected, and also without Parliamentary approval and sanction.

The Association announces that it has received from the Board of Trade official notification of the following important relaxation of the present restrictions on the export of dyestuffs:

"The Licensing Section of the Board of Trade are now prepared to grant export licences for reasonable quantities of practically all dyestuffs and intermediates, except benzol, to firms who have the material actually in stock, without requiring a manufacturers' certificate. Applications should be sent in direct to the Licensing Section of the Board of Trade, Great George Street, London, S.W. 1."

Spraying-mixtures Dispute.

An action in which the sum of 7,107l. 10s. was counter-claimed against a chemist for alleged breach of warranty, or, alternatively, for negligence, has been settled out of court in the chemist's favour. In May and June 1919 Mr. Matthew Herrod, wholesale and retail chemist, Wisbech, supplied Mr. George Keeble, fruit grower, Peterborough, with arsenate of lead and nicotine. Spraying machines were also supplied by Mr. Herrod, the total cost being over 300l. Subsequently a dispute arose between the parties, Mr. Keeble alleging that the washes supplied had damaged his 1919 crop, and affected the crop of the next year. In April 1920 Mr. Herrod issued a writ for the amount due. Mr. Keeble entered a defence, and issued a counter-claim for damages to the extent of 7,107l. 10s. In this counter-claim the defendant alleged that before the time of ordering the goods he, in letters, informed the plaintiff that the washes were required for spraying fruit trees, and that he (defendant) relied on the plaintiff's skill and judgment to supply goods reasonably fit for that purpose, and that plaintiff impliedly warranted that the said goods were reasonably fit. The defendant contended that the goods were not reasonably fit to be used as horticultural washes or for spraying fruit trees, and by reason of some defect of the ingredients used, or in their chemical composition or otherwise, were wholly unfit for the said purpose, and were deleterious to fruit trees. Alternatively it was contended that the plaintiff, as a manufacturer of the horticultural washes, was guilty of negligence in manufacturing or supplying as horticultural washes materials which were poisonous and likely to damage fruit trees when used for spraying. Further, the plaintiff, by himself or his

servants, was guilty of negligence in giving improper directions as to the use of the spraying-machine mentioned in the statement of claim, and/or of the said mixture, or in failing to warn the defendant of the dangerous character of the said mixture, which was known to the plaintiff. The defendant used the said washes for spraying his said fruit trees, and followed the plaintiff's directions, and the said fruit trees were seriously damaged. In answer, the plaintiff gave a categorical denial to the defendant's allegations. The action was remitted from the High Court to be tried at the Cambridgeshire Assizes on January 17. Mr. Herrod had retained as counsel Sir Edward Marshall-Hall, K.C., and Mr. H. St. John Raikes. Expert evidence had been obtained from various parts of the country, and nearly thirty witnesses were to be called. Eventually, however, the case was settled in favour of Mr. Herrod, the terms being that his claim in respect of washes and spraying-tackle would be paid, the whole of the counter-claim to be withdrawn, and the defendant to pay an agreed sum for the plaintiff's costs.

Poisonings.

The following cases of fatal poisoning have been recorded since our last report:

At Billericay Miss E. R. Tweed committed suicide by taking lysol while of unsound mind.

At Ashington, Northumberland, Thomas Knight, a gunner in the Royal Field Artillery, committed suicide by taking lysol.

At Peckham, London, S.E., Mr. John Barker, commercial traveller, committed suicide by taking hydrocyanic acid while of unsound mind. It was stated at the inquest that the deceased had attempted to obtain the acid from a local chemist, but had been refused.

Public Institution News.

Lewes Guardians have accepted the tender of Boots, Ltd., for drugs.

Truro Guardians will in future be responsible for the payment of the drug-account, which has hitherto been paid by the medical officer out of his remuneration. This official's salary has been increased.

Birmingham.

The continuation schools under the Education Act, 1918, are now in full operation in the city.

Several traders, including at least one in the drug-trade, have recently added a tea room to their establishments for the benefit of their *clientèle*.

Traders are taking advantage of the times, and are filling their windows with goods ticketed with a high price, which is crossed out and a lower price added.

Among the party at the wedding reception of Mr. and Mrs. Arthur Price (see p. 57) was Mr. W. Ross Hedges, senior, chemist and druggist, the bride's grandfather, who is ninety-two years of age.

Two deaths occurred in Birmingham last week from *encephalitis lethargica*. The notifications of cases of diphtheria were higher than usual; three deaths from this disease were reported.

An advertisement in the local Press announces that an Edgbaston lady who shops in the West End of London undertakes purchases "on small commission." The idea strikes one as ingenious, and capable of extension.

At Birmingham Police Court, recently, Harry Arthur Noake (65), described as a chemist, was fined 5*l.* for stealing books from a bookstall at New Street Station. His excuse was that he was suffering from neuritis and the effect of drugs.

Birmingham pharmacists met at the Chamber of Commerce on January 10 and discussed the current sales. It was stated that in one establishment a few sales of protected articles had inadvertently been made at a reduced price. This is an obvious danger of the "sales" policy.

Mr. H. G. Longford, who represented Birmingham at the recent Congress of the Chambers of Commerce of the Empire, held in Canada, gave on January 17 a racy and

interesting account of his experiences. The trade motto almost universally lived up to, he said, is: "Early to bed; early to rise; work like hell and advertise."

Bradford.

Mr. Arthur T. Bailes, chemist and druggist, secretary of the Bradford Pharmacists' Association, who has been manager of the Horton Lane establishment of J. Savage & Co., Ltd., for nearly twenty years, has purchased the business of the late Mr. W. W. Stead, 1252 Leeds Road. Mr. Stead's father was the founder of the business to which Mr. Bailes now goes, and of the business the charge of which he has just relinquished.

The annual report of the Chamber of Trade states that, although the Chamber has lost some ground numerically during 1920 as an effect of the general post-war reaction and industrial disturbance, the past year has proved its effective strength to be greater than ever. The Chamber has a permanent special committee, representing all trades, to keep a watch on municipal trading tendencies. The report gives a record of work of a volume and variety in accordance with the reputation of the Chamber in past years.

At Bradford Police Court, recently, a firm of drapers was summoned for failing to close on Saturday, December 18, 1920, at one o'clock, and for employing a number of assistants on a weekly half-holiday. It was contended that the firm was not entitled to the right—accorded to midweek closers—of disregarding the half-holiday immediately preceding or following the Christmas holiday, because Christmas Day being a Saturday was the ordinary half-holiday. It was agreed that there is no compulsion on shopkeepers to close on a Bank Holiday, and it was held by the prosecution that the firm could have opened on December 25 up to one o'clock. Legal argument ensued as to whether Christmas Day is a Bank Holiday, and it was found that, while it is not such a holiday under the Bank Holidays Act, it is included in Bank Holidays under the Shops Act. The stipendiary magistrate reserved judgment.

Leicester.

References to the deaths of two Leicester pharmacists will be found on p. 57.

The windows of several pharmacists indicate an intention to realise on some of their stock, and thus be in a better position to meet the competition of the multiple shops.

Mr. H. A. Martin, chemist and druggist, Willow Bridge Street, was successful in winning this month's chemists' window-dressing competition in connection with "Display."

Information as to the habitat and official names of drugs frequently used in cough remedies is being given by some of the local Ucalites as a means of calling attention to their bronchial lozenges.

Liverpool.

John Thompson, Ltd., have resumed business in their new premises in Duke Street.

The secretary of Evans Sons Lescher & Webb, Ltd. (Mr. G. E. Gillard), has passed the Intermediate examination of the Chartered Institute of Secretaries.

Business tends to slump: if the doles to the idle were withdrawn by the Labour Exchanges, the purchasing capacity of thousands of young men and women would be increased.

Mr. R. Simon, who has closed his pharmacy in Brownlow Hill and has retired to Denbigh, will have no successor in Liverpool. The premises have been sold as part of a block for rebuilding.

The Merseyside and Southport Masonic festival (*C. & D.*, January 15, p. 54) will be perpetuated by yearly or half-yearly rallies. Possibly there may be joint meetings with Manchester. A feature of the Liverpool inauguration was the comparatively large number of senior Masons present. Mr. T. E. Lloyd (Garston) headed the list with forty-seven years in the craft, Mr. W. H. Saunders being the runner-up.

Liverpool was represented at the Manchester gathering on January 12 (p. 47) by Mr. L. Moreton Parry and Mr. J. H. Robinson. The presence of the Lord Mayor of Manchester and of Major Nall, M.P., gave especial pleasure to the West Lancashire guests. The conduct of the proceedings by Mr. John Cleworth and the stand taken by the President of the Pharmaceutical Society have evoked admiration in local circles.

Manchester.

The travelling exhibition of Ayrtton, Saunders & Co., Ltd., Liverpool, referred to in our last issue (p. 46), opens at the Deansgate Hotel on January 31.

The luncheon given at the Midland Hotel on January 12 in honour of the visit of Mr. E. T. Neathercoat, President of the Pharmaceutical Society, proved to be a very pleasant function. The chair was occupied by Mr. J. Cleworth, President of the Manchester Pharmaceutical Association, and among the distinguished guests present were: The Lord Mayor of Manchester (Alderman William Kay), Major Nall, Dr. McGowan (secretary of the Medical Panel Committee), Mr. L. Moreton Parry (Liverpool), Mr. Harold Barton (Southport), Mr. H. Stout (President of the Salford Pharmacists' Association), and Mr. John H. Robinson (Liverpool). Letters and telegrams of regret for absence were received from Sir Thomas Robinson, Colonel Franklin Smith, Mr. W. H. Clubb (President of the Liverpool Chemists' Association), and Mr. J. W. Deakin. After the toast of "The King," the chairman proposed that of "Our Visitors," eulogising, in concise terms, the Lord Mayor, Mr. Neathercoat, Major Nall, Dr. McGowan, and Mr. Parry. Mr. F. W. Bates, J.P., followed with a neat speech in support, and each of the five guests mentioned replied. It was generally felt that the luncheon was one of the most memorable gatherings ever held under the auspices of the Association.

Sheffield.

Local Rexall agents are devoting the whole of their window-space to a display of these preparations, the "screen system" being used.

A whist-drive in aid of the Benevolent Fund of the Pharmaceutical Society is to be held on January 27 at the residence of Mr. J. Gilbert Jackson, chemist and druggist, Crescent Road.

Mr. A. E. Banham, chemist and druggist, late of Hitchin has acquired the business of Mr. J. T. Appleton, chemist and druggist, South Road, Walkley. Mr. Appleton, who takes an active part in pharmaceutical politics, is retiring from business, but intends to remain in Sheffield.

Miscellaneous.

WINE-LICENCE APPLICATION.—Mr. Charles M. Warner, chemist and druggist, Stafford Road, Wolverhampton, has given notice of application for a wine off-licence.

POISON LICENCE APPLICATION.—Ryder & Son (1920), Ltd., St. Albans, have applied to the local authority for a licence to sell agricultural and horticultural poisons.

CHEST PROTECTOR PATENT.—Ernest Colver having surrendered Letters Patent 131,186 for an improved chest protector, an order has been made revoking the patent.

COST OF LIVING.—It is announced in "The Labour Gazette" that, on January 1, the average level of retail prices of all the commodities taken into account in Ministry of Labour statistics was 165 per cent. above that of July 1914, as compared with 169 per cent. on December 1, 1920, and 176 per cent. a month previously.

RETAIL PHARMACISTS' UNION.—Mr. G. A. Mallinson, secretary of the Retail Pharmacists' Union, states that the prospectus and rules of the Union will be posted this week to every chemist in England and Wales with membership form. If the chemist does not receive these, and desires to have them, he should send a postcard request to the secretary.

FIRES.—The following outbreaks of fire have been recorded since our last report: At the premises of Mr.

A. Darch, chemist and druggist, Praed Street, London, W. 2, a light thrown down caused, on January 14, slight damage in the basement.—An outbreak of fire occurred on January 14, from an unknown cause, at premises occupied by the Monarch Disinfectant Co., Kenmore Yard, London, E. 8. Part of the roof was destroyed.

HOSPITAL AMALGAMATION.—At a meeting of the governors of the Chest Hospital, London, E.C., on January 17, a scheme of amalgamation with the Great Northern Central Hospital, Holloway Road, N., was approved. The scheme, which has the sanction of the Ministry of Health, provides, *inter alia*, that eventually only the out-patient and x-ray departments of the Chest Hospital will be retained on the present site. The expenses of the Hospital, it is stated, are ten times more than its income.

THE BRITISH CHEMICAL TRADE ASSOCIATION, 80 Fenchurch Street, London, E.C. 3, has been affiliated with the London Chamber of Commerce. The affiliation carries with it direct representation upon the Council of the Chamber of Commerce, and the Association will shortly elect a representative. This is another indication that the Association is now recognised as the representative organisation of the chemical trade, and in future its representations on behalf of the trade in general will receive the support of the London Chamber of Commerce.

IN THE COURTS.—At Wolverhampton Quarter Sessions, recently, A. G. Robinson, charged with obtaining money by false pretences from Mr. M. R. Warner, chemist and druggist, Chapel Ash (C. & D., II., 1920, p. 1721), was sent to an inebriates' home.—At Thames Police Court, London, recently, Jennie Morris and Rose Mitchell were remanded on a charge of administering, or causing to be administered, hydrochloric acid to Leah Fox, in whose house Mitchell lodged.—At Buckinghamshire Assizes, on January 17, George A. Bailey was sentenced to death for the murder of his wife by poisoning (C. & D., II., 1920, p. 1538).—At South-West London Police Court, on January 18, Thomas Greany, James Moran, and Thomas D. O'Sullivan were remanded on charges of attempted murder and of conspiring with other persons to set fire to the works of the Vacuum Oil Co., Ltd., York Road, Wandsworth.

MINERS' LAMPS COMMITTEE.—The following Committee has been appointed to inquire and report on certain questions relating to miners' lamps: Mr. William Walker (chairman), Professor F. E. Armstrong, Mr. T. G. Davies, Mr. H. Jenkins, Mr. G. A. Mitcheson, Mr. S. Roebuck, Mr. J. Wallwork, and Professor R. V. Wheeler. Mr. E. G. Fudge will act as secretary. The points to be considered are: (1) What improvements are possible in miners' lamps as regards safety and illumination, and what alterations are desirable in the present methods of testing and approving such lamps for the purposes of Section 53 of the Coal Mines Act, 1911; (2) whether the present arrangements for maintaining such lamps in a safe and efficient condition at the mines are adequate, and, if not, what steps should be taken to improve them; (3) what steps should be taken to safeguard the general use of safety-lamps which give no indication of inflammable or noxious gases.

DENTISTS ACT CASE.—At Greenwich Police Court, London, on January 13, Leonard Harry Herbert, Lewisham High Road, S.E., was summoned for using the title "dentist," he not being registered under the Dentists Act, 1878, and for using unlawfully the designation "L.D.S." William H. Turner, a retired police inspector, stated that on the premises were brass plates, reading, "L. H. Herbert, L.D.S., surgeon dentist," "Gordon Mackintosh, L.D.S.," and "Mr. Mackintosh, L.D.S., dental surgeon." Witness had a tooth drawn there by a man resembling the defendant. Mr. Fox Davies, for the defence, argued that he had no case to answer. There was no Leonard Harry Herbert. The defendant was Leonard H. Herbert. There was no evidence that the defendant had practised, and what evidence was there that he was the only Leonard H. Herbert? Evidence was given that the summons was served on a man like the defendant, and said to be Leonard Harry Herbert. The summons was dismissed, with 2l. 2s. costs.

Irish News.

Brevities.

Attention is directed to an announcement in the Coloured Supplement of an appointment to be made next month, by the Irish Pharmaceutical Council, of an Examiner in Practical Pharmacy, in place of Mr. David Warwick, M.P.S.I., whose full term of five years has expired.

At Nenagh Quarter Sessions Mr. Thomas Mockler, Ph.C., Templemore, was awarded 500*l.* compensation for malicious damage done to his premises.

An inquest was held at Belfast on January 12 on the body of Patrick Fryers, labourer, who took an acid poison, probably spirit of salt, on the previous day while under the influence of drink. A verdict of "Suicide during temporary insanity" was returned.

Scottish News.

Brevities.

Two samples of sweet spirit of nitre, taken in Galashiels during the past quarter, were, on analysis, found to be deficient in ethyl nitrite.

Mrs. Raffan, wife of Mr. J. Raffan, J.P., chemist and druggist, Stirling, recently delivered a lecture on "Thrill" to a large local audience.

Polyneuritis, a disease in poultry, has been successfully treated by the administration of certain vitamins, stated Dr. Plimmer, of the Rowett Research Institute, in a recent lecture to the Aberdeen University students.

Dundee.

Miss Isabel Gray, daughter of Mr. J. Gray, chemist and druggist, of Davidson & Gray, Dundee, gave a pianoforte recital in the Freemasons' Hall on January 12.

Invited by the "Dundee Courier" to express their opinions on the new rates for telephones, a number of local chemists have taken the opportunity to indulge in some plain speaking in their brief communications to that paper.

Edinburgh.

The late Mr. R. S. Angus, whose death was recorded in our last issue (p. 60), had an additional tie with Edinburgh, as he was for three years with Mr. George Cowie, Dublin Street.

Among the papers read at the recent meeting of the Royal Society was one prepared by the late Dr. John Aitken, F.R.S., on "Thermometer Screens," which summed up the results of work begun thirty years ago. The points emphasised and re-established by later experiments were (1) the uncertainty of measuring the temperature of the air; (2) the inadequacy of the Stevenson screen, which in sunny weather always makes the enclosed thermometers read too high; and (3) the description of a new simple form of screen which satisfies all practical needs.

Fife.

The Kirkcaldy branch of the National Drug and Chemical Union held, on January 12, an enjoyable social in the Coal Wynd Mission Hall.

Mr. W. Ballingall, chemist and druggist, has acquired the business of Mr. Edward Gordon, chemist and druggist, Kelly (see *C. & D.*, 1919, p. 747).

Referring to our note on the Canadian curlers in last week's issue (p. 47), a correspondent writes: "They are having a very busy time and are generally successful in their matches with the provinces. On January 11, when they played the West of Fife, I had the good fortune to play against them, and the special pleasure of playing against Mr. John A. Craig. It was a most enjoyable game, and the play of the Canadians was very good. They are quite at home on the artificial rinks, as they have them 'over there,' and usually get about four months' curling every year; the extra practice was shown by their skill in play."

Glasgow.

The removal of Lorimer & Moyes, Ltd., druggists' sundriesmen, from Argyle Street to Montrose Street, as announced in the *C. & D.* some months ago, has now taken place.

A young lady, Miss Isabella Seaton, described as a dispenser in a surgery in Rutherglen, was accidentally knocked down and killed on January 12 at the junction of Allison Street and Pollokshaws Road.

Non-exhibitors at the British Industries Fair (Glasgow), 1921, are not debarred from advertising in the official catalogue. Particulars as regards space and rates are obtainable from the general manager, Mr. James Freer, Kelvin Hall.

"The Chemists' and Druggists' Year Book and Directory for Scotland" for the current year has just been issued under the editorship of Mr. J. B. McVitie (Munro & Co., Glasgow, 3*s.*). The volume is smaller by a few pages than its predecessor, but contains almost identical lists of retail chemists and trade organisations, summaries of laws affecting the practice of pharmacy, and articles of a lighter character. Notes on new remedies are contributed by Mr. Thomas Stephenson, Ph.C., and reviews of books by Mr. J. P. Gilmour. "Pharmaceutical Formulas" has not yet found its way into the list of "well-known books of reference at present recognised by the Board of Customs and Excise"; but the pharmaceutical Press is acknowledged in an editorial remark that "it would be impossible to produce such a publication [as the "Year Book"] without the assistance of 'The Pharmaceutical Journal' and THE CHEMIST AND DRUGGIST." Among the portraits is an excellent full-page one of Mr. J. Rutherford Hill, Ph.C.

Glasgow Pharmacy Club.

An extraordinary general meeting of the club was held in the rooms, 165 Hill Street, on January 13. The President, Mr. W. Wood Wilson, occupied the chair. There was a large attendance. The business before the meeting was the motion "That the Glasgow Pharmacy Athletic Club be forthwith dissolved, and that a new body, the Glasgow Pharmacy Club, be immediately formed." The motion was unanimously agreed to. A joint meeting of the former members of the Glasgow and West of Scotland Chemists' Association and of the Pharmacy Athletic Club was immediately held, also under the chairmanship of Mr. W. Wood Wilson, to appoint office-bearers to continue the work of both bodies until March 31, the close of the current financial year. The literary and scientific work carried out by the late Association was relegated to a new Committee of the Club, and Mr. Harvey P. Arthur was appointed convener, with Mr. W. J. Moffatt as secretary. An Angling Section was added to the Club, Mr. Arthur McEwan and Mr. Gowans being elected convener and secretary respectively. Mr. John H. Ramsay was elected librarian and curator. A very harmonious meeting was brought to a close with a vote of thanks to the chairman.

An x-ray apparatus, costing over 500*l.*, has been installed in the Doncaster Infirmary.

CONTINUATION SCHOOLS OPEN.—It is announced that twenty-three day continuation schools were opened in London on January 10. Considerable confusion has existed as to the "appointed day" for certain provisions of the Education Act, 1918 (*C. & D.*, II., 1920, p. 1718), but it is understood that the majority of the 15,000 London children arranged for put in their appearance.

A SALESMEN'S MAGAZINE.—The first number of "Sales Management," a monthly journal dealing with "sales promotion by modern methods," was published on January 25 (The Louis Cassier Co., Ltd., 34 Bedford Street, London, W.C. 2, 1*s.* 6*d.*). The following titles of articles, selected almost at random from its pages, give an idea of its scope: "The Functions of a Sales Manager"; "Advertising *per se* Does Not Pay!"; "The Pictorial Appeal in Selling." The illustrations are selected, with critical comments, from good and bad examples of advertisements.

South African News.

(From "C. & D." Correspondents.)

"The Chemist and Druggist" is supplied weekly to members of all the Chemists' Societies in South Africa.

Natal.

ASSISTANTS' SALARIES.—The following scale of chemists' assistants' salaries has been granted by Durban employers. The scale dates from December 1. Qualified, with six years' total experience, 27l. 10s. per month; eight years' total experience, 32l. 10s.; and ten years' total experience, 35l. Total experience includes apprenticeship. Unqualified assistants with less than ten years' experience 20l., and with more than ten years' experience 30l. Wholesale workers are to be paid at about the same salaries as unqualified assistants. It was agreed that no extra pay would be given for holiday or Sunday duty.

Transvaal.

EXAMINATIONS.—At an examination held recently eight candidates presented themselves, of which number five passed.

The members of the Transvaal Pharmaceutical Society are co-operating with the doctors in raising funds to endow a cot in the Children's Hospital about to be established in Johannesburg, and have met with a very good response.

PHARMACISTS are complaining of having a quiet time this season. In the leading thoroughfares many of them have a fine show of perfumes, powders, toilet requisites, and one firm has a show of "Splash-me" dolls, and Wedgwood ware.

BUSINESS CHANGES.—Mr. J. S. Ferguson, J.P., chemist and druggist, has had to vacate his premises at 82 Market Street, Johannesburg, the National Bank having acquired the building. Mr. Ferguson is joining the well-known firm of Flemings, Ltd.—Neil & Co., chemists and druggists, have also had to remove from their premises in Rissik Street for the same reason, and have acquired new premises in the neighbourhood.

PERSONAL.—Mr. W. Easterbrook has returned to Johannesburg after a lengthy holiday.—Mr. Geo. B. Christie has been chosen to represent the Pharmaceutical Society on the Committee which is arranging a reception for Earl Haig on the occasion of his visit to South Africa in connection with the League of Comrades of the Great War. Mr. Christie had nearly two years' service with the Forces, having been staff-sergeant with one of the South African medical units.

DISPENSING TARIFF WANTED.—The framing of a dispensing tariff is at present engaging the attention of the Committee of the Pharmaceutical Society, and it is hoped that this will be submitted at an early date. The Government does not seem to be sympathetic towards a panel system in South Africa, and it is felt that the prices at present charged for dispensing require adjustment, hence the efforts of the Society to endeavour to procure better and more uniform scale of charges.

Pharmaceutical Society of the Orange Free State.

A GENERAL meeting was held in Vickers' Buildings, Bloemfontein, on November 23. There were present Mr. Taylor (President), Mr. Weller (hon. secretary and treasurer), Messrs. Fyfe, Foster, Carter, Gunn, Reid, Har, Abelson, and Goldberg (members), and Messrs. Leaves and Fullalove (visitors). The motion in regard to the subscription was carried; this is now a guinea per annum for qualified members, 15s. for unqualified members, and 10s. 6d. for apprentices. The motion in regard to the annual general meeting was also carried, with a rider added by Mr. Carter. The rule now reads that "The annual general meeting shall be held on the second Tuesday in December, or some more suitable date in the month of December. Mr. Reid reported that arrangements had been made to commence the pharma-

ceutical classes next term. The Grey University proposed to advertise the classes in the public press, so as to obtain as many students as possible. Meanwhile the Society and the Chemists' Employers' Association would enrol students and arrange for the lectures in the pharmacy subjects. A list of the students would be submitted to the Senate of the University stating whether they had matriculated or not, but the passing of the School Higher examination would be sufficient to enrol for these classes. After discussion, a committee was formed to attend to these matters and arrange about the payment of fees, etc. The committee appointed consisted of Messrs. Reid and Gunn, with the secretary of the Society *ex officio*. The proposed fee for the classes is 10l. 10s. per student. Mr. Reid was nominated lecturer in materia medica and prescription reading, and Mr. Carter lecturer in pharmacy and dispensing. The arrangement of the classes and the selection of a room suitable for holding them in was left to the committee. The secretary was instructed to advise the University of the lecturers nominated by the Society, and say that we would be pleased to receive any further information regarding the classes. A letter from the Transvaal Pharmacy Board was received in reference to the proposed Pharmacy Bill, and Mr. Carter gave a good *résumé* of the proposed amendments. The President thanked Mr. Carter on behalf of the Society for the time and trouble he had taken in this most important matter. A discussion arose as to an official reception to some of the Kimberley chemists, who propose visiting Bloemfontein on Dingaan's Day (December 16), to play a cricket match, and the secretary was instructed to make all the necessary arrangements. A vote of thanks to Messrs. Reid, Gunn, Taylor, and Dr. Rindl for the work they had done in bringing the pharmaceutical classes to a successful issue was carried unanimously.

A Chemist Mayor.

MR. JOHN CHRISTIE, the new Mayor of Johannesburg, is a pharmacist. He was born at Alva, Clackmannanshire, Scotland, in 1883, and was educated at Paisley, where he served his apprenticeship with the late Dr. James Duncan. He was afterwards assistant with John Jaap & Co., chemists, Buchanan Street, Glasgow, and prior to leaving for South Africa was assistant to Mr. H. Stewart, chemist, High Street, Paisley. Mr. Christie went to South Africa during the Boer War as a dispenser in the Royal Army Medical Corps, and at the conclusion of hostilities took up an appointment with Lennons Ltd., Johannesburg. In 1904



MR. JOHN CHRISTIE.

he took an extended trip through Canada, the United States, Mexico, and Panama, working in the drug-trade in various cities. He was for a time with Colclough & Co., Winnipeg, also with firms in Seattle and San Francisco. Returning to South Africa in 1906, he took up an appointment with Smith, Rive & Co., Johannesburg, and qualified during that year under the Transvaal Pharmacy Board. He commenced business on his own account in Fordsburg in 1907, and has extended that business to Langlaagte and Denver. He was elected to the Johannesburg Town Council in 1915, and re-elected in 1917 and 1920. He has been chairman of the Public Health Committee, and latterly was chairman of the Finance Committee. Mr. Christie represents the division of Langlaagte in the Transvaal Provincial Council, is a past-President of the Transvaal Pharmaceutical Society, and is at present President of the Transvaal Pharmacy Board. Mr. Christie also takes a keen interest in Masonry, is a Past-Master of the Gordon Lodge, 804, S.E. P.Z. of Gordon R.A. Chapter, and holds Grand Rank in the District Grand Lodge, Scottish Constitution, Transvaal.

Colonial and Foreign News.

GERMAN PHARMACISTS IN CZECHO-SLOVAKIA have been for some time actively engaged in promoting the proposal to found a co-operative buying organisation on behalf of all the members forming this association. The first suggestion was to approach the sick clubs with a view to gaining their co-operation. This plan, however, has now been dropped, and negotiations are proceeding with an important wholesale house, which will contribute half the necessary capital, in addition to placing its establishment and *personnel* at the disposal of the promoters, while the remainder of the necessary funds will be contributed as founders' shares by the owners of pharmacies.

AT A RECENT MEETING of the German Economic Council, Privy Councillor Dr. Duisberg (the Bayer Co.) attacked the Government monopoly of alcohol, introduced in 1918. He stated that the German chemical industry is not receiving sufficient alcohol to cover its export requirements. On the other hand, the alcohol monopoly has released 13,000,000 litres of alcohol for the purpose of manufacturing vinegar for household use. At the same time the chemical industry manufactures synthetic acetic acid, and has now succeeded in producing alcohol synthetically from acetic acid. The paradoxical situation has thus arisen that, while agriculturists are making vinegar from alcohol, the chemical industry is manufacturing alcohol from acetic acid.

SERUMS AND VACCINES IN SPAIN.—A Royal decree (*C. & D.*, 1919, p. 1515) established certain regulations affecting laboratories in which vaccines, serums, and similar products are prepared, and also required that all foreign preparations of this category had to be registered in Spain prior to their sale in the kingdom. A recently issued Royal declaration now makes it necessary to indicate on the label of these products the fact that they have been duly registered, and the sale of all serums and vaccines not bearing a statement to this effect is now forbidden. The Custom-house authorities have been instructed to prevent the admission into Spain of preparations which have not been authorised by the Inspector-General of Health. Further, the provincial inspectors are commissioned to inspect annually all laboratories engaged in the preparation of such biological preparations, in order to supervise the rigid application of the regulations laid down for their working, while the sub-delegates of pharmacy are entrusted with the task of ascertaining whether only those products, the sale of which has been duly authorised, are actually being sold, and to report any cases of infringement of the regulations.

PHARMACY IN SPAIN.—At the eighth annual meeting of the Spanish National Pharmaceutical Union, which was held in Toledo at the end of last year, a number of resolutions were passed which throw an interesting light on the aspirations of Spanish pharmacists, and incidentally also upon the various abuses which have crept into the exercise of the profession. Among these resolutions figures a demand for the introduction of a limitation of the number of pharmacies, a demand which has already been repeatedly advanced during recent years. At the same time, the Government is to be requested to abstain from creating new faculties of pharmacy. Another point raised was the steps to be taken to put an end to the abuses committed by the military pharmacies in supplying medicines to persons who are not entitled to avail themselves of their services. To effect this, it was proposed to suggest to the Government that instead of paying in cash for the medicines supplied, those persons who are entitled to obtain them from the military pharmacies should be provided with books of coupons, which should be issued only to proper persons, by whom all payments for services rendered would be effected by means of these coupons, duly signed by their holders. Another resolution was carried to urge upon the Government the desirability of immediately creating the laboratory for the control of biological products, foreshadowed in the Royal decree of October 1919, which regulates the preparation,

importation, and sale of serums and vaccines in Spain. Finally, it was decided to request the Government to abstain from passing any legislative measures without previously consulting the National Union, as the representative body of the pharmaceutical profession. The next annual meeting will be held in San Sebastian in September 1921.

JAPANESE CONTROL NARCOTIC DRUGS.—The Japanese Home Office, which has been engaged in drawing up regulations for the control of opium alkaloids based on the international agreement, completed the compilation of the draft regulations which have been approved by the committee appointed for the purpose. The regulations were put into operation on January 1, 1921. The principal features are that those who desire to import or export morphine, cocaine, or opium alkaloids are required to obtain the permission of the Home Minister, sending in an application through the local Prefectures where the importers or exporters live. In the application are to be mentioned the variety and quantity of goods to be imported or exported, the names and places of the shippers or consignees, particulars of ports of import or export, etc. When morphine, cocaine, or opium alkaloids have been exported or imported on the permission of the Home Minister, the fact shall be notified to the local Governor within ten days of the import or export being effected. When a pharmacist desires to manufacture morphine, cocaine, or opium alkaloids with the object of selling them he must notify the local Governor, mentioning the particular alkaloids to be manufactured, the estimated quantity of manufacture in a year, and the place where the manufacture will be carried out. The chemist is required to report to the local Governor the quantity of morphine, cocaine, etc., manufactured during a year before the end of February. Those who have received the permission to import or export morphine, cocaine, or opium alkaloids or manufacture them must keep books to show clearly the quantity of goods imported, exported, manufactured, or sold. These regulations will be applied to the control of diacetyl morphine, ethyl morphine, codeine and their alkaloids, and drugs containing a more or less percentage of the same. Infringement of the regulations may lead to imprisonment not exceeding three months, or a fine of not more than yen 100.

THE DUTCH PHARMACO-THERAPEUTICAL INSTITUTE.—The Dutch Minister for Labour has just installed in office the council of the Pharmacotherapy Institute (*C. & D.*, August 21, p. 69), which has been brought into existence at the suggestion of the Netherlands Society for the Advancement of Medicine and the Society for the Promotion of Pharmacy. In performing the formal ceremony, the Minister stated that the gradual increase in the number of medicinal preparations had rendered it necessary for the State to occupy itself with this problem of national health to a much greater extent than hitherto. Some of the preparations proved in practice to possess valuable properties and would eventually find a place in the Pharmacopœia. Other preparations recommended under a fancy name had in reality long been known. The knowledge of individuals was insufficient to protect the nation from being exploited by some manufacturers. At the same time, enlightenment was also necessary for the medical man and the pharmacist. Dr. L. van Itallie, President of the new council, stated, in reply to the Minister, that Netherlands could claim the honour of being the first to establish a State institute for the investigation of medicines. The necessity for such an institute had also been felt in other countries. After referring to the futile attempts made in Germany to secure control over new remedies, the President remarked that matters had proceeded somewhat better in the United States. In the latter country the Council or Pharmacy and Chemistry of the American Medical Association had for some years past kept a watchful eye on the many new preparations, and the publications of that association afforded much valuable information. The appointment in England by the Ministry of Health of a commission to suggest measures for the control of the quality and the identity of remedies which could not be easily investigated was also alluded to.

Legal Reports.

Chemistry Class Accident.—In the King's Bench Division, Dublin, on January 17, Mr. Justice Samuels, on the application of Mr. Overend, K.C., received and made a rule of court a consent in an action in which a boy named William Beattie, suing by his mother, claimed damages for personal injuries from the Pembroke Urban District Council. While attending a chemistry class in the defendants' technical schools at Ringsend a glass tube which he was heating over a gas flame exploded. One of the fragments of glass lodged in his right eye, which was destroyed. The consent provided that the defendants should lodge 250*l.* in court for the boy's benefit, and that they should pay a further sum of 45*l.* towards his costs.

Workmen's Compensation Act.—In the Mayor's and City of London Court, on January 17, the case of *Clarke v. The Ajax Aniline Dye Manufacturing Co., Ltd.*, London Wall, was mentioned under the Workmen's Compensation Act. Plaintiff had claimed compensation against the defendants for the death of her husband, Edmund Clarke (the result of an accident), while in the service of the defendants. Defendants had paid 100*l.* into court, together with 10*l.* 10*s.* for the fee of Mr. Everett Turner, her claims assessor, but they denied liability. Mr. Turner now applied for the payment out of the money to the widow, who, he said, wanted to start in business. The payment of the 100*l.* was really an act of generosity on the defendants' part. Judge Jackson allowed claimant to take 60*l.*, the rest to remain in court for the benefit of the two dependent children.

A Purchase from Sample.—In Stone (Staffordshire) County Court, recently, the Blythe Colour Works, Dresswell, Stoke-on-Trent, sought to recover 43*l.* 6*s.* 3*d.* from Pegg & Ellam Jones, Ltd., Derby. It appeared that the plaintiffs supplied the defendants with colour in bulk, which was not in accordance with sample. The defendants, when paying the account, deducted the alleged difference, now claimed, between the value of the goods delivered and the value of the goods had the quality been the same as the sample. The plaintiffs admitted that the goods were not according to sample, but contended that the amount deducted was excessive, and suggested that the deduction should have been 2*l.* 10*s.* per ton for the first delivery, and 5*l.* a ton for the second. Judge Ruegg, K.C., in giving judgment, said that the goods were kept by defendants, and what he had to decide was what was a reasonable price. He thought it better to leave out the question of the profit the defendants might have made out of the goods had they been up to sample, and to take the contract delivery price of 125*l.* 5*s.* as the value. The plaintiffs only got for that 91*l.* 17*s.* That left the plaintiffs to recover a difference between 33*l.* 8*s.* and 43*l.* 6*s.* 3*d.*—9*l.* 18*s.* 3*d.*, and his Honour gave judgment for that amount.

A Chemist's Action.—In the King's Bench Division, Dublin, before Mr. Justice Gibson on January 13, in the action in which Mr. William Patrick Kennedy, pharmaceutical chemist and general merchant of Borris, co. Carlow, is plaintiff, and Dr. Edward Dumdon and nine others of the same district are defendants, Mr. Cyril Beatty (instructed by Mr. M. J. O'Dempsey), for the plaintiff, applied that a true copy of the writ be sealed, the original having been taken by force from Mr. O'Dempsey, plaintiff's solicitor. Counsel also applied for an order deeming good service of the writ on three of the defendants, who had been served by leaving copies at their residences. He made a third application for interlocutory judgment against all the defendants except one, who was the only one who had entered an appearance. The action was one to recover damages alleged to have been sustained by the plaintiff by reason of the defendants illegally and maliciously conspiring to injure him in his trade or business. Mr. Justice Gibson made an order that a true copy of the writ be sealed, and that the plaintiff's solicitor be at liberty to endorse on this

copy, when sealed, the service already effected. He ruled that there was no necessity for the second application, the service effected being good, and that there was no necessity for the third application as judgment could be marked in the office.

Action over a Formula.—In Birmingham County Court, on January 13, Emily Lancaster, Charles Road, Small Heath, applied for an injunction restraining Alma Sadler and H. Ramsay Hunt, Corporation Street, from making use of a certain formula for the manufacture of salts. Damages were also claimed. Mr. A. Ward, for the plaintiff, explained that, although a partnership was entered into between her and the defendant Sadler, both of whom were certificated nurses, the latter had disclosed the formula for the salts to Hunt, and the goods had been sold to the public. Miss Sadler intimated that she was in possession of a valuable recipe for bath salts, which would cure gout, rheumatism, and other similar ailments. The sum of 25*l.* was paid as a half-share in the business, and a partnership deed was drawn up. Rooms were secured, and the business looked like being a great success. Plaintiff did not know that Hunt and the defendant were contemplating carrying on a rival business with "Homoquros." Miss Sadler, in evidence, stated that the ingredients of the two salts, "Reldas" and "Homoquros," were not identical, though substantially the same. The defendant Hunt claimed that he personally obtained the recipe from a doctor while in Northern Nigeria. The treatment, he said, he applied to himself and his personal friends. His Honour, giving judgment, said that, though his sympathies were with Miss Lancaster, the action must fail.

Analysing Rice Powder.—In the Mayor's and City of London Court on January 17, before Judge Jackson, Mr. Alfred Prescott, trading as Prescott & Co., chemical manufacturers, Rutland Mills, Oswald Street, Hulme, Manchester, sued the Wilmac Produce and Manufacturing Co., Ltd., 170 Upper Thames Street, London, E.C., for 90*l.*, balance of 135*l.* for Japanese rice powder supplied. Mr. J. P. Morle appeared for the plaintiff, and Mr. Quass for the defendants. Mr. Morle said the action had been brought in the High Court and had been remitted to that Court for trial. Before that happened, however, a defence of counterclaim had been delivered, in which the defendants alleged that the sale had been made by sample, that the goods delivered were inferior to sample, and were worth 90*l.* less than if they had been in accordance with sample. The quantity was 4½ tons. Defendants said the goods were worth 10*l.* a ton, and not 30*l.* a ton, the contract price. If they did not say that, then they said that they were worth 225*l.* Mr. Quass said that was what they did say. Mr. Morle, continuing, said upon that the defendants were saying that the plaintiff had sold goods worth 225*l.* for 135*l.*—an example of philanthropy from Manchester which was not commonly met with. Defendants were counter-claiming damages on that footing. Substantially, the question was what was the sample which was supplied by the plaintiff to the defendants, and what was the bulk. On June 11 plaintiff wrote to the defendants and said he had five tons in stock, of which he was sending them a sample, of Japanese rice powder at 30*l.* per ton, and that the terms of payment were spot cash. On June 15 defendants asked for a sample, and the plaintiff instructed his works to send one. The order was given, and the bulk was delivered in forty-five packages. The defendants, in subsequent correspondence, referred to the goods as rice flour, but the proper description was rice powder. After delivery defendants wrote and said that they found on examination that the contents of the forty-five sacks varied considerably, and all were quite different from the samples. Plaintiff submitted the sample sent him by the defendants to examination by a chemist in Manchester, and the goods were also partly examined under a microscope. Plaintiff was satisfied that the samples returned by the defendants were rice powder and in every way equal to the goods sold. In fact, however, one of the samples sent by the defendants was potato starch and not rice powder at all, and plaintiff was absolutely certain that it had never come from his premises. Plaintiff wrote and said

he was astonished at the defendants' complaints, and when the plaintiff pressed for payment, the defendants offered 45*l.*, which was refused. Mr. Prescott was called, and he said there was a very considerable difference between rice flour or powder and rice starch. Proteins were removed from rice flour to make it into starch. The market price of rice powder at the time in question was 30*l.* a ton, whereas the market price of starch was 40*l.* a ton—36*l.* to 40*l.* The price of rich starch would be double the price of rice flour. Dr. Ernest Wagstaff, F.I.C., was called on behalf of the plaintiff, and he said that in appearance starch was always whiter than flour, and microscopically it could be told by the size of the grains. The article which it was said plaintiff had sold to the defendants was rice flour. The bulk was the same as the sample sent by the plaintiff, but the sample sent back by the defendants as being a sample of the plaintiff's goods contained 77 or 78 per cent. of starch, and, in addition, protein, oil, fibre, ash, and about 12 per cent. of moisture. Flour contained protein matter and also oil and fibre, but these were not present in starch. For the defendants Mr. McKay, their managing director, was called, and he said he asked the plaintiffs for a bulk sample because the goods were in Manchester. When the bulk arrived he found the goods were not Japanese rice powder, and they were not equal to the sample. He drew a distinction between flour and powder. Powder, in the trade, inferred starch. Witness, in cross-examination, said there was no such article sold on the market as potato starch. On the market it was termed farina, which would possibly contain 89 per cent. of starch and 10 per cent. of moisture. Rice starch would contain much the same constituents. In a contract for the purchase of rice powder, which was bought by description and not by sample, he was entitled to have delivered to him rice starch. Judge Jackson said the case would have to be adjourned to some other day, and he thought he would have to come to the conclusion that there had been a mistake somewhere.

The Profiteering Act.

Complaint.

CITY OF LONDON.—At the sitting of the City of London Profiteering Tribunal on January 19, a Mr. Pearson brought a complaint against Knowles & Phillips, chemists, 47 Minorities, E., for having charged 5*d.* for 1 oz. of sulphur tablets. A representative of Knowles & Phillips admitted that there had been an overcharge of 1*d.* They were very busy, he added, at the time, and a mistake was made. The complainant said that he asked for "lozenges," and was asked: "What price—4*d.* or 6*d.*?" He replied that he required lozenges, but was supplied with tablets, and was charged 5*d.* At the request of the chairman, invoices were put in showing the purchase of 14 lb. of sulphur tablets at 2*s.* 2*d.* per lb. The respondent's representative said that the charge of 4*d.* was based on the prices fixed in the retail list. The chairman remarked that the list was an arrangement between retailers themselves to sell at certain prices. It had no binding effect upon the Committee. In the view of his colleagues and himself 3*d.* was the most that should have been charged. Therefore complainant had been overcharged 2*d.*, and was entitled to a return of that sum. In that case, as in others, the Tribunal of four business men sat to deal with small cases. The Government passed the Act, and the Corporation was required to appoint a Committee to deal with it. It did, however, seem to be a waste of time. In this case 2*d.* was ordered to be returned, although that was a long way from saying that it was profiteering. A chemist charged so much; the Committee thought it could have been done for less; but it was by no means the heinous offence that was aimed at when the Act was passed. He hoped that the people responsible for the pharmacists' list would overhaul it, reconsider some of the prices, and let the public have things a little cheaper.

New Companies and Company News.

P.C. means Private Company and R.O. Registered Office.

J. G. W. BOGGS, LTD. (P.C.).—Capital, 5,000*l.* Objects: To carry on the business of chemists, druggists etc. The first directors are: J. G. W. Boggs (Portsmouth Co., Antrim) and G. W. T. McCann.

JOHN EVANS & Co., LTD. (P.C.).—Capital, 1,800*l.* Objects: To carry on the business of chemists and druggists, etc. Mr. W. G. P. Evans is the first director R.O.: 49 Dawson Street, Dublin.

WALDORF CAFÉS, LTD. (P.C.).—Capital, 4,000*l.* Objects: To carry on the business of hairdressers, chiropodists, manicurists, perfumers and proprietors of toilet saloons chemists, druggists, etc. R.O.: 23A Brazennose Street Manchester.

MRS. EVALINE, LTD. (P.C.).—Capital, 1,000*l.* Objects: To take over the business carried on at Bradford by A. Gregson as Mrs. Evaline, and to carry on the business of manufacturers of, and dealers in, all kind of toilet and sanitary articles and requisites. R.O.: 31 Houghton Place, Bradford.

AFROGEN, LTD. (P.C.).—Capital, 1,000*l.* Objects: To carry on the business of manufacturers of and dealers in dental and other toilet preparations, manufacturers and refiners of and dealers in oils and perfumes, electrolysis chemists, druggists, etc., and to adopt an agreement with J. E. Hodgkin and R. Hood Haggie. R.O.: 84 Waterford Road, Fulham, London, S.W.

JOHN THOMPSON (WHOLESALE DRUGGISTS, 1921), LTD (P.C.).—Capital, 35,000*l.* Objects: To acquire the business carried on at 58 Hanover Street, Liverpool, as John Thompson, Ltd., and to carry on the business of chemists druggists, dyers, salters, oil and colour men, etc. The first directors are: J. A. Cunningham, 51 Kelso Road Liverpool; W. O. Smith, 93 Chatsworth Avenue, Liverpool; A. E. Williamson, 18 Carter Street, Liverpool; N. A. Wood, 42 Bank Road, Bootle; T. Yule, 6 Parl. Street, Bootle; and W. Yule, 3 Lilford Avenue, Liverpool. R.O.: 27-35 Duke Street, Liverpool.

LEWIS & PEAT, LTD.—The report for 1919 states that there is a credit balance of 95,533*l.*, which, after providing for dividend on preference shares, has been allocated to bad debt incurred at end of year.

A. J. WHITE, LTD.—The manufacturers of Mother Seigel's Syrup announce that they will not make an interim payment on the ordinary shares. A year ago an interim dividend of 4 per cent. was paid on the ordinary shares and for the whole of the year ended March 31 last the shareholders received 8 per cent., while 34,780*l.* was carried forward.

BOOTS CASH CHEMISTS.—Mr. George Gales, who succeeded Sir Jesse Boot as managing director of Boots Pure Drug Co., has been devoting particular attention to increasing profits by reducing stock wastage, and is now putting his plans in force, not only in the Pure Drug Co., but also in the retail establishments of Boots Cash Chemists. Most of the shops (says the "Financial Times") have been carrying from 30 to 50 per cent. more stock than Mr. Gales thinks they ought to consistent with a minimum of wastage, and in future they will be rationed on a ten-weeks' standard. The stocks of the whole sale concern, from which the retail establishments draw their supplies, will be correspondingly cut down. To get rid of all surplus stocks Boots Cash Chemists is now holding, for the first time in its history, special sales after the manner of the big stores. This question of the adjustment of stocks to demand is a ticklish one to handle as administrators of multiple-shop undertakings well know, for an injudicious reduction is just as likely to lower custom through inability to meet a demand not properly gauged as profits are likely to be eaten into by the deterioration of articles kept after public requirement have been satisfied or exhausted.

Pharmaceutical Society of Ireland.

Council-meeting.

THE monthly meeting of the Council was held at 67 Lower Mount Street, Dublin, on January 11, Mr. J. E. Connor, (P. (President), in the chair. The following members of the Council were also present: Dr. A. J. Barnes (Vice-President), Dr. J. A. Walsh, Dr. J. C. McWalter, Messrs. Wm. Beggs, J.P. (treasurer), G. A. McLean Lee, Fred Storey, J. Michie, Charles E. Digges, Wm. J. Hardy, Carroll Culbert, D. M. Watson, and Victor E. Hanna.

CORRESPONDENCE.

The Registrar (Mr. A. T. Ferrall) stated that Mr. Richard Blair (Cork) had written regretting that he was not able to be present in consequence of the restrictions of martial law. Mr. A. Owen Wells also was absent, through ill-health.

The Registrar submitted a letter from the Privy Council office notifying the approval of the appointment of Mr. E. Preston, M.P.S.I., as an examiner for the Registered Druggist examination.

The Registrar also reported that Mrs. Mary Wilson (née Corry), Ph.C., had notified a change of name on her marriage, and change of address to 45 Market Square, Lisburn.

PRELIMINARY REGISTRATION.

The following, who submitted certificates from the Intermediate Education Board, were admitted to Preliminary registration: Mr. Michael J. Brodrick, c/o Mr. F. Moore, M.P.S.I., 134 Royal Avenue, Belfast; and Mr. Wm. Robert Moore, Whitla's Pharmacy, The Diamond, Monaghan.

CHANGES OF ADDRESS.

The following wrote notifying changes in their addresses:

Miss B. F. Meahan, Ph.C., to the Medical Hall, Edgworthstown; Mr. T. Farrar, Ph.C., to the Medical Hall, Raigue, co. Kilkenny; Mr. P. O'Connor, Ph.C., to c/o Dr. Walsh, the Medical Hall, 21 Main Street, Middleton, co. Cork; Mr. J. Bell, R.D., to 10 Lower Garfield Street, Royal Avenue, Belfast; and Mr. A. E. A. Davis, R.D., to Donegall Road, Belfast.

DISABLED EX-SERVICE MEN.

The Registrar read the following letter from Mr. Gordon Campbell, Secretary of the Ministry of Labour, Irish Department:

I am directed by the Minister of Labour, to inform you that this Department has had under consideration the feasibility of a scheme for the training of disabled ex-Service men as pharmaceutical chemists' assistants, and that the Appointments and Training Branch of this Department in Belfast has, on the suggestion of representatives of the pharmaceutical and retail-drug trades in Belfast, brought the matter before a Joint Committee representing the Ulster Retail Drug Trade Association and the National Union of Shop Assistants, Warehousemen, and Clerks. After full enquiry and discussion extending over a considerable period this Committee has drawn up a draft scheme of training which is set out in the report of which a copy is attached. It is expected that the Council of your Society would be prepared to examine this report, and to consider whether it would give its support to such a scheme as covering Ireland generally. The report was drafted primarily with regard to the conditions existing in Ulster, but this Department considers that it should be possible to draw up a scheme of similar lines, by which, through the agency of local Committees, or, as they are technically known, Local Trade Advisory Panels, such as that already existing in Belfast in which the report was drawn up, opportunities could be found in various parts of Ireland for the training of disabled ex-Service men in an occupation that would enable them to earn a reasonable livelihood. If your Council were prepared to consider the matter, and to approve of such a scheme, it would be necessary to secure the approval of the Minister of Labour and the Treasury, and also, it is understood, of the Privy Council; and this Department would be prepared to take the necessary steps to that end. It is suggested that the best course would be to establish a

National Committee on which the employees were represented, acting for Ireland generally, to draw up a national scheme after consideration of the particular scheme proposed for Ulster. The Local Trade Advisory Panel in Belfast is being informed that this communication has been addressed to you, and it is hoped that it may be possible to discuss it at the next meeting of your Council. If desired, this Department would be glad to send a representative to the meeting.

Mr. MICHIE thought that each member of the Council should be furnished with a copy of the draft scheme referred to in Mr. Campbell's letter, and that it should be considered at the next Council meeting.

The PRESIDENT thought the scheme should go before the Law Committee before being considered by the Council.

Mr. HARDY said there was a suggestion in the scheme that those who wished to enter the business should be allowed one year off their apprenticeship, making the period three instead of four years.

Mr. CULBERT said they had many thousands of partly disabled men in the North who were not able to follow their pre-war occupations, and every profession and every business was trying to absorb a certain number of them, and all had made certain concessions in their rules regarding them. It had been put to them in the North that pharmacy had as yet not done anything, and they were asked would it be possible that a small number of disabled ex-Service men could be absorbed. A Committee was instituted to go into the question and form a skeleton scheme for presentation. There were certain fixed rules made by the Government with regard to these men, such as the three years' limit; and with so many interests involved it was impossible to lay down anything hard and fast. The essence of the scheme was that it might be modified to suit any part of the country. The Government proposed, if they were able to absorb a minimum of twenty for the first year and ten for each of the three following years, to aid in the establishment of a School of Pharmacy in the North. The same thing would apply to every big centre that fell in with the scheme. The School of Pharmacy would be there not merely for ex-Service men, but for pharmaceutical students generally. The six or seven thousand men who would be qualified by their previous education to be dealt with under this scheme would be dealt with first by the Medical Board, who would take out those who were unfit to take part in pharmaceutical work and would leave the fit ones. The Ministry of Labour would further weed these out and leave those whose leanings were most in the direction of pharmacy. Finally, the local panel, which would consist of equal numbers of employers and employees, would interview the candidates. Those whom the panel recommended for training would be sent to the school and get an intensive course for six or nine months in such subjects as would put them in a position to take advantage of the technical training. They would then be put out to the chemists who had agreed to take them as ordinary apprentices. They would be put out to serve their apprenticeship in the ordinary way in the shop, with the proviso that for, say, eight out of their forty-eight hours a week they would be free to attend for lectures and demonstrations, and so on, at the School of Pharmacy. In the three years they would be supposed to go over the whole course for the Assistants' examination. It was not proposed that they should qualify for the Licence. The Government would only take them so far as the Assistants' examination. The employers in Ulster had agreed, subject to this scheme going through, to take these men afterwards with the status of first year's assistants. The question of payment had not been gone into particularly. There was a suggested scale in the report that had been sent out, but that had been taken from another business. The Government would pay their full maintenance during the time they were in the school. So soon as they went into the shops it was expected that the employers would bear portion of the payments. One suggestion made in the North was that they should be put on to the same rate of pay as an apprentice who was the same distance from completing his apprenticeship, that whatever money would be paid to an ordinary apprentice for the four years should be paid to these apprentices during the two and a-half years that they actually spent

in the shops. But the financial details had not been discussed, and the suggestion referred to was merely tentative. What was really wanted now was an assurance from the Pharmaceutical Society of their sympathy with these men and their willingness to help them, as every other Association and Union had done, to remove such artificial barriers as the distance between the Preliminary and the Assistants' examinations, and to permit them to enter for the Assistants' examination at the completion of this course.

The PRESIDENT said they were much obliged to Mr. Culbert for the explicit way in which he had placed the matter before them. The only point for the consideration of the Council so far as he could see, was the length of the term of apprenticeship—whether they were prepared to accept three years instead of four. He was afraid they could hardly decide that point at that meeting.

Mr. V. E. HANNA said that according to the draft scheme nine months were to be spent in the school, so that there would be only two and a-quarter years in the open shop.

Mr. WATSON said he thought it was a pity that if this Committee which had drawn up this scheme had been sitting for some time, the Pharmaceutical Society had not been consulted as to whether they would be inclined to approve of any such proposal if it was made, instead of the Committee going through the process of drawing up a scheme. He was relieved to find that what they were asked for was sympathy. The matter bristled with difficulties. It was not merely the question of apprenticeship that was involved. The question of employment and of their agreements with the Union were also involved.

Dr. BARNES suggested that the matter should be held over until the next meeting of the Council, and that in the meantime the members of the Council should be furnished with copies of the scheme.

Mr. CULBERT said with regard to what had been stated as to why this question did not first come before the Pharmaceutical Society, as a matter of fact it was coming first before the Pharmaceutical Society. The Committee to which he had referred, composed of members of the Ulster drug-trade and the employers' Association, sat at the instance of the Ministry of Labour. What they wanted was to get something to bring before the Society, and what they had done was to put together the skeleton of a scheme to bring before the Society for their blessing, he hoped. There was no particular urgency about the matter. The northern portion of the drug-trade were going to try to do their duty to the extent of finding positions for fifty and having them trained.

Mr. HARDY: Fifty is the minimum. If more can be absorbed, well and good.

Mr. WATSON said Mr. Culbert had not answered his difficulties.

Mr. STOREY supported the suggestion that a copy of the scheme should be sent to each member of the Council. They should, he said, do all they could to help these poor unfortunate fellows who had fought for them.

Mr. HARDY suggested that a letter from the Privy Council in reference to the case of Mr. William Beggs, of Dunluce House, Larne, co. Antrim, which had arrived too late to be placed on the agenda, should now be read.

The Registrar read the letter, which was as follows:

With reference to your letter of the 21st ultimo and previous correspondence relative to the case of Mr. Wm. Beggs, who desires to qualify as a pharmaceutical chemist, I am directed by the Lords Justices to inform you that their Excellencies are advised that a general regulation might be made as follows:

When the Pharmaceutical Society of Ireland are satisfied that the service of a candidate as Army compounder with his Majesty's Forces during the period 1914-1919 justifies them in doing so, they may reckon such service as equivalent to any portion of the four years' service required by Regulation III., etc., for candidates for the Pharmaceutical Licence.

I am to add that their Excellencies are of opinion that it would be advisable to make a general order to deal with the matter.

Mr. MICHIE said the case of Mr. Beggs had no bearing on the subject under discussion. Mr. Beggs had served

a portion of his time while an Army compounder, and he wanted to get a certain portion of it accepted.

After some further discussion, Dr. MCWALTER gave notice that he would move that they should make the general order referred to in the communication in reference to Mr. Beggs.

On the subject of the disabled ex-Service men, it was decided, on the motion of Mr. STOREY, seconded by Mr. HANNA, that a copy of the draft scheme be posted to each member of the Council, and that a representative of the Ministry of Labour be asked to attend the next meeting of the Council.

PROPOSED FELLOWSHIP.

Dr. BARNES proposed, in accordance with notice of motion:

That the Council consider the advisability of instituting an examination, open only to licentiates of not less than five years' standing, carrying with it a diploma entitling the holder to be admitted a Fellow of the Pharmaceutical Society of Ireland.

He said that at their last meeting, when he received permission to have this matter postponed until now, his friend, Mr. W. F. Wells, asked what power, under the Pharmacy Acts, he had for his proposal. The obvious answer was that he had none. That was just what he was seeking to get. There was no reference in their Pharmacy Acts to a Fellowship scheme. The framers of those Acts were not prophets. They could not possibly have anticipated the future requirements of the Society, necessitated by the advance of time. But they did the next best thing. They included in the original Act a provision which enabled the Council to make any regulations which it considered expedient; and those regulations, when approved of by the Privy Council, had, as they knew, from the point of view of legality, exactly the same force as the original Act itself. This was very clearly set out in Sections 16 and 17 of the original Act. It was by virtue of the existence of those sections that he ventured to bring forward his proposal. He also relied upon the fact that there was nothing in the Pharmacy Acts, nor in the Society's regulations, which forbade them to hold any examination over and above the statutory examinations specifically mentioned. The future fate of his proposal would lie entirely with the Privy Council, but he could not conceive any difficulty arising in that connection. The diploma which he proposed would not confer any legal powers. It would simply be what it was intended to be—namely, a valuable ornament to its holder. Further, he thought it was reasonable to suppose that the Privy Council would rightly assent to anything making for the better education of the pharmacist. They had heard the subject of the better education of the pharmacist mentioned a great many times in the past, but nothing very tangible had been arrived at. A little over a year ago the Council had the pleasure of receiving from some of their friends in the North a letter written in a general way upon the subject, but, so far as he remembered, no suggestions were made at the time. He hoped that the proposal he was now making would go in some little measure towards meeting what his Ulster colleagues had in mind. In the past, too, they had heard the oft-repeated suggestion that the Universities should institute a degree in pharmacy. But in his opinion the diploma which he was now suggesting would be an advance upon that. It would be quite equal to a degree, and it would be better, and more valuable, inasmuch as it would be guaranteed by the body which had all to do with pharmacy. The subjects of the examination which he had in mind would be botany, materia medica, experimental physics, chemistry, and pharmacy—an advanced course in each. A thoroughly exhaustive knowledge of all would be expected, and the examination would be written, oral, and practical, great stress being laid upon the practical portion. Pharmacy would be treated not so much from the dispensing point of view as from the scientific and manufacturing standpoints. In addition, the candidate would be required to write an original thesis on some subject arising out of the Fellowship course. The examination

would be held twice a year, say, in February and November. The fee for the examination would have to be substantial, at least forty or fifty guineas, while the re-examination figure might stand at, say, fifteen guineas. The contest would be only open to licentiates of not less than five years' standing, and that would give candidates what, in his opinion, would be the minimum time necessary for further appropriate study. Compared with their existing examinations, the entries for the Fellowship examination would be extremely few, just as happened in the case of the higher Post-Graduate examinations of any examining body. But that very fact would, no doubt, make the diploma all the more valuable to those who obtained it. Every year there were about a dozen licence candidates of exceptional and outstanding merit—candidates who passed the examination at the first try, and gained honours, some of them with very high marks indeed. These were just the type of students to whom the Fellowship scheme would appeal; and it was safe to assume that at least three or four of that dozen would aspire to the higher distinction. In time, as the value of the diploma became more widely appreciated, the figures would, no doubt, increase. He thought it went without saying that a person who had passed the examination which he had just outlined would be rightly regarded as a highly-educated pharmacist in the technical sense, and being in possession of their Fellowship diploma that person could undoubtedly command a higher remuneration than otherwise for expert service in the world of manufacturing pharmacy, and perhaps such positions were not quite so scarce as one might suppose. By instituting the Fellowship scheme they might be the means of inducing serious study, and perhaps original research, on the part of those who now stopped short at the Licence examination for want of a further goal. The field in technical chemistry was practically unlimited. His final point was a sentimental one, though none the less important. They were occasionally favoured in Dublin by the annual Congress of one of the learned Societies, such a body, for instance, as the British Association, and he should not be surprised if within the next few years or so they had a visit from the British Pharmaceutical Conference. He thought it would be very nice if the Council of the Pharmaceutical Society of Ireland were in the position of being able to pay the visiting President, especially if he happened to be a leading scientist, the compliment of conferring upon him the honorary Fellowship of their Society.

The PRESIDENT said they had had a most interesting and instructive speech from their Vice-President, and he was sure they were all very much indebted to him for bringing this matter before them. It had formed the subject of a correspondence from northern chemists in the *C. & D.* some time ago, but nothing further had been done. If the Vice-President would suggest a method by which his ideas could be carried out, he felt sure it could meet with approval.

Mr. WATSON seconded Dr. Barnes' proposal. He said he would like to see the proposal carried out, but he thought Dr. Barnes was taking too much for granted when he assumed that the Council, even with the best will, had the power. The assistants' qualification was distinctly legislated for. Before they went the length of drawing up any scheme, he thought they should make sure that they had the power.

Mr. CULBERT said he heartily supported the scheme. It is only difficulty about the matter was that the scheme did not go far enough. It was tinkering with the proposal from the North. They would like to see the whole system of pharmaceutical education gone into, and something such as Dr. Barnes had proposed adopted as a sort of crown to the whole. He thought they ought to have some person who was an educationalist pure and simple to advise with the School Committee as to the best syllabus and the best method of carrying out the proposal. He would like to see the proposed course amplified so as to include such subjects as bacteriology. Mr. WATSON: We have no power to make regulations with regard to titles. I may be wrong.

Dr. BARNES said Mr. Watson's point had occurred to

him. But then the new title he proposed did not give any fresh legal position or change any legal position. He suggested they might address a query to the Privy Council asking if they had the power.

Dr. McWALTER agreed that this should be done. They would have legislation now in the North, and perhaps their northern friends could start with their Fellowship scheme. It was a very sound principle to try to set up a higher standard. He thought it might be possible to have a degree in pharmacy set up in Dublin and more easily in Belfast. He thought they would arrange to give a degree of Bachelor of Science in the department of pharmacy. If the proposal of the Vice-President was carried out, they might be invited to take an active part in the preparation of the next Pharmacopoeia.

Mr. STOREY thought Dr. Barnes had not gone far enough. He believed in going for a degree in pharmacy. The grocer could get a degree in commerce.

Mr. MICHIE said he had listened to the proposal with great pleasure. The Vice-President had offered them very little for the fee of forty guineas. He did not think the diploma would be worth the paper it was written on. What he (Mr. Michie) wanted was a University degree that would carry a status with it. A great number of their students had matriculated. He thought it would be easy to bring about the institution of a degree—a bachelorship of science in pharmacy.

The resolution proposed by Dr. Barnes was passed with the following addendum: "The Privy Council to be approached in order to discover if the proposed Fellowship can be instituted by regulation."

REPORTS FOR COMMITTEES.

Reports from the following Committees were received and adopted: The Law Committee, the Certificates Committee, the Declarations Committee, the House Committee, and the School Committee.

MINISTRY OF LABOUR.

On the motion of Dr. BARNES, seconded by Mr. WATSON, Mr. V. E. Hanna was appointed a representative of the Society on the Dublin Selection Committee of the Ministry of Labour in place of Mr. W. F. Wells.

Examination Results.

The following are the results of the examinations held recently in Dublin:

PRELIMINARY EXAMINATION.—The following have passed: Winifred Thompson, Ballaghaderreen; John Herbert Kealy, Dublin; (Alice Maud Buttmer, Bandon—Martin Malone, Lahinch); (Gertrude Browne, Waterford—Thomas Snee, Ballaghaderreen); Esther I. V. L. Stewart, Belfast; Catherine A. Burke, Youghal; James Alexander Stewart, Belfast; (Margaret M. Farrington, Dublin—Margaret M. Lynch, Macroom—Wm. J. Dobson, Portadown); Laura Cunniffe, Dublin; Ernest Neely, Bangor, co. Down; Edward T. Muldowney, Maryborough; (Rose E. Joyce, Edgeworthstown—Harold J. Nelson, Lisburn); Ethel M. O'Neill, Irvinestown. Sixteen candidates were rejected.

PHARMACEUTICAL LICENCE EXAMINATION.—The following passed with honours: Irene F. Storey, Rathgar; John Taggart, Belfast; Josephine Dowling, Tralee; John Chute, Tralee; Joseph F. Costello, Galway. The following also passed: Helena F. Spelman, Aclare, Sligo; Francis P. Reynolds, Enniskillen; John F. Boyle, Dungarvan; Edmund Hayes, Mungret, Limerick; Joseph J. Travers, Dublin; (Norman P. Mitchell, Dublin—Timothy J. O'Riordan, Templemore); Frederick W. Buchanan, Portrush; Henrietta Clare Kelly, Armagh. Twenty candidates were rejected.

PHARMACEUTICAL ASSISTANT EXAMINATION.—The following passed: Patrick J. Clasby, Nenagh; John O. Arthurs, Rathgar.

N.B.—The names in the above lists are arranged in order of merit.

REGISTERED DRUGGIST EXAMINATION.—The following passed: Denis Flannery, Rathmines; Peter O'Reilly, Mullagh, co. Cavan. Six candidates were rejected.

British Pharmaceutical Conference.

THE following is the revised Research List, 1920-21: In order to avoid duplication, the general secretaries trust that members will communicate to them their intention of working at any of the subjects mentioned; they also wish to direct attention to the fact that a special fund exists to defray expenses connected with research work. The Executive Committee will be glad to receive applications from members for grants from this fund.

Acetylsalicylates.—Which is the most suitable salt for pharmaceutical purposes? Do the salts possess any advantages over acetylsalicylic acid (see "Year Book," 1908, 237; 1909, 109; 1911, 215; 1912, 227, 230; 1917, 117).

Apiol.—A formula for the preparation of a standard product is required (see Gen. Index and Y.B., 1905, 23; 1907, 187; 1909, 100; 1910, 142; 1913, 285; 1914, 125).

Assay Processes (Pharmacopœial).—Improved methods for the assay of several B.P. chemical products are needed. Examples: Liquor formaldehydi, sodii arsenas anhydrosus, hexamina.

Belladonna Root (Indian).—Parcels of this drug have given abnormal figures on analysis, indicating the presence of some base of a lower molecular weight than atropine. An investigation of this drug is required (see Y.B., 1913, 267; 1915, 217; 1917, 195; 1919, 210).

Bismuth Phenate.—An examination of commercial samples would be of interest (see Gen. Index).

Cate Sulphurata.—An examination of the processes of manufacture and the purity of commercial samples is needed.

Cannabis Indica.—The physical characters and therapeutic value of the official preparations are stated to be liable to considerable variation. An investigation is required to determine whether any chemical standard is possible, and if not, whether physiological tests should be introduced. A report on the comparative values of the official Indian drug and those varieties produced in Goa, Africa, America, and Greece is desirable (see Gen. Index and Y.B., 1903, 40, 229; 1909, 43, 110, 240; 1910, 143; 1911, 163; 1912, 247, 266; 1913, 263, 264; 1915, 227; 1917, 218, 271; 1918, 229; 1919, 212).

Casein Foods.—A comparative examination of the so-called "Foods" or "Nerve Tonics" of the type represented by the combination of soluble casein and glycerophosphates, etc., would be useful (see Gen. Index and Y.B., 1915, 241; 1918, 369).

Casein (Soluble).—Details of improved processes for the preparation of soluble casein are required.

Colouring Agents.—An investigation with a view to determining the most suitable colouring agents for syrups, such as syrup. glycerophosph. co., and other galenicals is needed.

Cinchona, Liquid Extract of.—The B.P. process does not fully extract the total alkaloids from cinchona bark. An improved process is required, and experiments are needed to ascertain the best solvent for the purpose (see Y.B., 1917, 387).

Deterioration.—Some drugs, chemicals, and preparations are subject to deterioration upon storage. An investigation should be undertaken with a view to recording the extent to which such articles can be kept in a pharmacy in normal conditions and for a reasonable length of time, and yet comply with the B.P. requirements (e.g., magnesias, ammonium carbonate).

Drugs.—The following drugs require further systematic chemical investigation: *Adonis vernalis* and *Adonis aestivalis* (see Gen. Index and Y.B., 1913, 132, 295; 1916, 3; 1918, 227), *Cereus (Cactus) grandiflorus* (see Gen. Index and Y.B., 1910, 209; 1911, 240; 1916, 287), *Cassia fistula*, *Serenoa serrulata* (see Gen. Index and Y.B., 1917, 160, 344), *Arnica montana* (see Gen. Index and Y.B., 1904, 27), *Monsonia ovata*, *Monsonia biflora* (see Gen. Index), *Thuja occidentalis* (see Gen. Index and Y.B., 1911, 117; 1914, 45, 367), *Tanacetum vulgare* (see Gen. Index and Y.B., 1910, 173), *Senecio Jacobea* (see Gen. Index and Y.B., 1912, 279; 1916, 226; 1918, 238), *Achillea millefolium* (see Gen. Index and Y.B., 1908, 5; 1913, 62), *Aletris farinosa* (see Gen. Index and Y.B., 1911, 220; 1915, 225; 1918, 228), *Rhamnus purshiana* (see Gen. Index and Y.B., 1916, 204, 270; 1917, 206, 208, 212; 1918, 190), *Polygala Senega* (see Gen. Index and Y.B., 1906, 217; 1909, 123; 1916, 381), *Tussilago Farfara*, *Chondrodendron tomentosum* (see Gen. Index and Y.B., 1907, 120; 1912, 32; 1913, 27; 1916, 367; 1918, 231).

Ergot.—A reinvestigation of the pharmacy of this drug in the light of recent chemical work is required, and a method of determining the activity of the galenical preparations (see Gen. Index and Y.B., 1914, 8; 1915, 234).

Ferments.—The action of ferments in inducing changes in galenical preparations might be studied.

Formula.—Improved formulæ are required for the administration of nauseous drugs—e.g., paraldehyde, male fern.

Galenicals.—Investigation is required of the changes in the strength of galenicals, etc., during preparation and on keeping, which may render the original formula an unfair criterion of the finished product—e.g., loss of ammonia in filtering tinct. quiniæ ammoniata, loss of formaldehyde from the tablets, loss of iodine in making syrup. ferri iodidi.

Galenicals.—The B.P., 1914, has introduced in a few cases tests for galenical preparations (e.g., acetum scillæ). An investigation is needed with a view to ascertaining how far the specific gravity and other physical constants may be considered to be a fair criterion that a galenical has been made in accordance with the B.P. directions.

Hydrargyrum c. Creta.—The conditions under which the volatilisation of mercury from wrapped powders of hydrarg. c. creta is liable to take place.

Iron, Determination of.—A quick method is wanted for the determination of iron in syrup. ferri phosph., syrup. ferri phosph. co., syrup. ferri phosph. c. quini. et strychn. and syrup. hypophosph. co. (see Y.B., 1914, 393).

Jalap, Brazilian.—A microscopic investigation of this root is required, with the object of enabling the admixture of it with powdered jalap to be detected. A test is also required for detecting the addition of its resin to true jalap resin (see Y.B., 1916, 255; 1919, 217).

Morphine.—Can the process described in Y.B., 1907, 107, for the determination of morphine be applied to opium and its preparations?

Oil of Soya Bean.—Can this be utilised more widely in pharmacy (see Y.B., 1910, 104; 1912, 120)?

Opium, Extract of.—To what is the loss of morphine due in making this extract? Is it constant with different lots of opium (see Y.B., 1910, 28; 1913, 359, 360; 1914, 17; 1917, 11)?

Opium, Assay of Extract of.—The B.P. process for the estimation of morphine in extract. opii sicc., B.P., 1914 which may contain calcium phosphate, is not very satisfactory. An improved process would be useful.

Phenol, Liquefied.—The pharmacy of this substance requires further investigation (see Gen. Index and Y.B., 1910, 233; 1917, 263). (Already undertaken.)

Santonin.—Analyses are required showing the percentage of santonin in Colonial and Indian species of *Artemisia* allied to *Artemisia maritima* (see Gen. Index and Y.B., 1913, 293, 294; 1914, 138, 139).

Saponins.—A simple and accurate method of determining saponins in drugs is required (see Gen. Index and Y.B., 1904, 78, 87; 1906, 71; 1909, 5, 71, 80; 1910, 115; 1911, 117, 124, 126; 1912, 131; 1913, 142, 145, 146, 147; 1914, 99; 1915, 115; 1916, 152; 1917, 90, 91).

Solvents.—Experiments are needed with a view to extending the use of solvents, such as acetone, carbon tetrachloride, dichlorethylene, petroleum ether, amyl acetate etc., in pharmacy (see Y.B., 1919, 278).

Strophanthus.—An examination of the published methods of separating the different active principles obtained from the official seeds is needed with a view to recommending a standard process. The seeds in commerce are frequently mixed. Further information is required as to the active principles they severally contain (see Gen. Index and Y.B., 1904, 244; 1905, 202, 370; 1906, 74, 110, 249; 1910, 220; 1911, 125; 1912, 131, 280, 337; 1913, 134, 147; 1915, 107; 1917, 284; 1919, 226, 228, 344).

Tannin.—A ready and tolerably accurate method for the determination of the tannin in various astringent drugs is required (see Gen. Index and Y.B., 1906, 86; 1907, 158; 1912, 312, 314; 1913, 122, 137, 214; 1916, 208).

Taraxacum Root.—The investigation of fresh drugs such as this by Bourquelot's method for the detection and isolation of easily hydrolysed glucosides is required (see Y.B., 1907, 58; 1914, 319).

Tinctures.—Experiments are needed to determine the best method for the prevention of the occasional gelatinisation of tinctures, with special reference to tinct. card. co., B.P., 1914.

Valerian Root.—Chemical investigation of the fresh root by Bourquelot's method is required (see Y.B., 1907, 58; 1914, 319).

CHEMICALS IN POLAND.—The chemical factory of Morosow, Krell & Ottmann, a large German-owned concern in Grätz, in the part of the former Prussian province of Posen ceded to Poland by the peace treaty, has been acquired by the Polish firm "Fabryka chemiczna Fornol." The manufacture of chloroform, acetone, and formaldehyde will shortly be undertaken in these works.

Birth.

CORRINGHAM.—At Sevenoaks, recently, the wife of Francis Ernest Corringham, M.P.S., of a son.

Marriages.

GRIFFITHS—JAMES.—At Seion Baptist Chapel, Llanelly, recently, Hywel Ceri Griffiths, chemist and druggist, Uplands Crescent, Swansea, to Sissie, elder daughter of Captain W. James, West View, Newport (Pem.).

HOLMAN—BOOT.—At St. John's Church, Westminster, London, S.W. 1, on January 18, by the Rev. Canon Barnes, Alexander Holman to Margery, second daughter of Sir Jesse Boot, Bt.

PRICE—HEDGES.—At Moseley Parish Church, Birmingham, on January 8, by the Archdeacon of Birmingham, Arthur, eldest son of Mr. A. Price, 18 Wake Green Road, to Elsie Marion, only daughter of Mr. W. Ross Hedges, chemist and druggist, 117 Anderton Park Road.

Deaths.

ANDERSON.—At Surrey Street, Glossop, on January 10, Mr. Alexander Anderson, assistant with Mr. F. McKinlay, chemist and druggist, High Street West, aged seventy-two.

BOGGS.—At his residence, Briarsfield, Portrush, on January 14, Mr. John George Woodney Boggs, M.P.S.I., Main Street. Mr. Boggs passed the Licence examination in 1896. He spent his whole life in Portrush with the exception of a brief period passed in Belfast, and was very popular in the town. Since the middle of 1919 he had been suffering from a heart affection. Mr. Boggs was a valued member of the North Irish Pharmacists' Association and of the Ulster Retail Drug Trade Association. The funeral took place on January 17.

BOWIE.—At Woodside, Aberdeen, on January 13, Elizabeth Bowie, mother of Mr. G. Duncan Bowie, Mr. W. Meldrum Bowie, and Mr. A. Matthew Bowie. The three sons of the late Mrs. Bowie are well known in the wholesale drug-trade, and much sympathy will be extended to them in their loss.

COX.—At 52 London Road, Leicester, on December 31, 1920, Mr. Samuel Goodhall Cox, Ph.C., aged seventy-seven. Mr. Cox passed the Major examination in 1865.

ELLIS.—At 67 High Street, Banff, on January 16, Mr. George Ellis, chemist and druggist, aged seventy-one.

INGLIS.—At his residence, 6 Fosse Road South, Leicester, on January 11, Mr. William Keiller Inglis, chemist and druggist, 109A King Richard's Road. Mr. Inglis qualified in 1877. He carried on business in Leicester for several years, and was an active member of the Leicester and Leicestershire Pharmaceutical Association. His son, Mr. H. M. Inglis, served in the Australian Expeditionary Force during the war. At the funeral, which took place on January 15, the Association was represented by Mr. W. J. Lewis (President), Mr. F. G. Blockley (treasurer), and Mr. S. H. Johnson. Mr. E. B. Ward attended on behalf of the United Chemists' Association, Ltd., and Clark, Nettleship & Bailey, wholesale druggists; and Mr. Chamberlain on behalf of John Richardson & Co. (Leicester), Ltd.

MIDDLETON.—At 8 Nile Grove, Edinburgh, on January 14, Kathleen Alice Faulkner, eldest daughter of Mr. D. Middleton, chemist and druggist, 85 Bruntsfield Place, aged twenty-one.

WILKIE.—At 54 Wardie Road, Trinity, Edinburgh, on January 14, suddenly, Mr. John Proudfoot Wilkie, chemist and druggist, younger son of the late Mr. George Wilkie, Hayfield, Peebles. Mr. Wilkie qualified in 1888.

WILLIAMS.—At 11 Highlever Road, London, W. 10, on January 8, Margaret Latta, beloved wife of Mr. Harold J. Williams, chemist and druggist, formerly of Glasgow.

Personalities.

MR. S. P. VIVIAN, a principal assistant-secretary in the Ministry of Health and Deputy Registrar-General, has been appointed Registrar-General in succession to Sir Bernard Mallet, K.C.B.

MR. J. E. OWEN, chemist and druggist, who has been managing the Chester branch of Boots, Ltd., for twelve years, has been appointed territorial general manager of the company's Chester and North Wales district.

MR. D. MYRDDIN EVANS, Hertford College, Oxford, son of Mr. M. D. Evans, chemist and druggist, Towyn, has been successful in passing the Final examination for the Bar, and also the Intermediate examination for the LL.B. degree of London University. Mr. D. M. Evans is a member of the Inner Temple.

Wills.

MR. HERBERT GEORGE MITCHELL, chemist and druggist, 149 Christchurch Road, Boscombe, who died on November 2, left estate of the gross value of 3,387*l.* 1*s.* 3*d.*, with net personalty 2,389*l.* 13*s.* 7*d.*

MR. FREDERICK ROBINSON, chemist and druggist, 129 Alexandra Road, Moss Side, Manchester, who died on October 21, left estate of the gross value of 2,472*l.*, with net personalty 631*l.* 11*s.* 2*d.*. Probate of his will has been granted to his daughter, Miss Mabel Robinson.

MR. HENRY THOMAS HINES, chemist and druggist, Norfolk House, Danvers Road, Hornsey, London, N., who died on November 20, left estate of the gross value of 8,230*l.* 5*s.* 1*d.*, with net personalty 5,994*l.* 6*s.* 2*d.*. Probate of his will has been granted to his widow, Mrs. Edith Hines, and his son, Cyril Thomas Hines.

MR. GEORGE JAMES KNIGHT, chemist and druggist, 452 Edgware Road, London, W., who died on July 17, left property of the gross value of 13,302*l.* 3*s.* 4*d.*. Probate is granted to George Washington Knight, son; John Keall, 241 Elgin Avenue, Maida Vale, chemist; and Henry O. George, 35 Sarre Road, West Hampstead. The testator leaves the whole of his property to his four children.

MR. RICHARD MUMFORD, chemist and druggist, Wyndham Street, Bridgend, who died on October 11, left estate of the gross value of 2,108*l.* 3*s.* 11*d.*, with net personalty 1,687*l.* 8*s.*. Probate of his will has been granted to his son, Mr. William John Mumford, chemist, Ogwy Street, Nantymoel, Glam., and Mr. G. Dobbins, sen., Bridgend. The testator left all his property to his wife for life, with remainder as to 450*l.* and his presentation rose bowl to his daughter, Esther Norah, 350*l.* to each of his children, Winifred Elizabeth, Ellen Doris, Morgan Aubrey, and Ermytrude Margaret, 180*l.* to his son, William John, pictures and personal effects to his sons, and the ultimate residue to all of his children in equal shares.

AN OLD IDEA REVIVED.—The dead body of an employee of Brunner, Mond & Co., Ltd., who was drowned at Sandbach recently, is reported in "The Daily Mail" to have been recovered with the aid of a loaf of bread weighted with mercury. The loaf, it is said, was floated on the water; it swirled on the surface and came to a stop directly over the body, which was then recovered by dragging. Dr. H. B. Gore, Liverpool, has sent an explanation of the occurrence to the "Mail" to the effect that a weighted loaf (weighted to prevent it from being too much under the influence of the wind) will stop when the current of a brook fails to continue its course, and goes round and round as though in a whirlpool. Obviously this is also the spot where the body will lie. Dr. Gore adds that the experiment could not be successful in a lake or a deep river.

Trade Notes.

BURKETT, SHARP & Co., LTD., 21 Mincing Lane, London, E.C. 3, have added another telephone number. These are now Avenue 8678 and 8679.

PAINE & Co., LTD., malt-extract manufacturers, St. Neots, issue a wall-calendar (8½ in. by 5½ in.), clearly printed, and of convenient size for use over a desk.

RACO BRAND aromatic chemicals, flower oils, and synthetic perfumes are offered by H. Raab & Co., Roermond, Holland. The advertisement appears in this number.

PRICE LIST.—Thomas Guest & Co., Ltd., manufacturing confectioners, Carruthers Street, Ancoats, Manchester, invite requests for their new price list, which has just been published.

BONUS OFFER.—Ayrton, Saunders & Co., Ltd., Liverpool, make a bonus offer of a free additional dozen to each gross of the Ayrton toilet articles and household remedies referred to in their advertisement.

ESSENTIAL OILS AND SYNTHETICS.—E. H. Geddes & Co., 49 Leadenhall Street, London, E.C. 3, who sell essential oils, fruit essences, synthetic perfumes, and food colours, specialise in the supply in bulk of finely powdered henna.

SEÑOR M. B. MENASCHE, essential-oil distiller, 44 Rambla de Cataluña, Barcelona, has issued as a New Year greetings card an interesting brochure illustrating various operations in the production of rosemary, spike, and thyme oils.

THE COOPER LABORATORY, Watford, announce that since the issue of their price list (*C. & D.*, January 1, p. 70) reductions have been made in the price of many articles, and customers may be assured that the full advantage will be given on all orders.

VITMAR, the new food preparation of Callard & Co., 74 Regent Street, London, W. 1, is now stocked by all the principal wholesale houses. If chemists have any difficulty in obtaining the food they are asked to communicate with the company.

THE CASSON CHEMICAL CO., LTD., Westbourne Hall, London, W. 2, proprietors of Teasdale's chlorodyne, Professor O'Phelps Brown's herbal remedies, Warrall hair preparations, and Keenolia toilet preparations, inform us that they are disposing of all their retail shops, and will in future confine their attention to the wholesale and manufacturing business.

KONOL, an emulsified coconut oil shampoo, advertised in this issue by Evans Sons Lescher & Webb, Ltd., Liverpool and London, is packed in triangular cartons with lettering and decorations in mauve, yellow, and black—a most distinctive package. A showcard (8 in. by 5 in.), with a similar design to that on the carton, is issued for use in the window or on the counter.

A MODERN ESSENTIAL-OIL FACTORY.—Ditta Mario & Pasquale, of Contesse, Messina, whose new factory was inaugurated some months ago, intend to produce neroli, petitgrain, and cedar oils, in addition to the ordinary and terpeneless citrus oils. The factory is replete with the most up-to-date equipment, and it is probable that synthetic products will be made in the near future. The London agent is Mr. K. B. Mavlinkar, 26 to 27 Hatton Garden, London, E.C.

MOTOR DELIVERY CARDS.—The idea of supplying motor delivery cards has been used for over twelve months by C. R. Harker, Stagg & Morgan, Ltd., wholesale druggists, Devon Wharf, Emmott Street, Mile End, London, E. 1. The system in vogue by this company is to indicate on a calendar by red and green squares the dates upon which orders should be posted and the dates when delivery by motor will be made. This is a very convenient reminder for chemists who hang the calendar up in their office.

NEW JAPANESE PHARMACOPŒIA.—The compilation of *Pharmacopœia Japonica IV.* edition has been completed. It is now being printed at the Government Printing Bureau, and is expected to be issued shortly.

Trade-marks Applied for.

The figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration, see "The Chemist and Druggist Diary," 1921, p. 300.

(From "The Trade-marks Journal," January 12, 1921.)

- "FALCON BRAND" on device of shield; for chemicals (1). By Wilkinson, Heywood & Clark, Ltd., General Buildings, Aldwych, London, W.C. 2. 409,228. (Associated.)
- "GLUKEM"; for chemicals (1 and 2) and for medicinal chemicals (3). By British Glues and Chemicals, Ltd., 15-19 Kingsway, London, W.C. 2. 409,353/354/355. (Associated.)
- "EULAN"; for insect and moth destroyers (2). By Farbenfabriken vorm. F. Bayer & Co., Leverkusen, Cologne, Germany. 407,920.
- "SENOJA FOR QUICK AND PROMPT DESPATCH"; for vermin poisons (2). By A. Jones & Sons, 550 Hempshaw Lane, Offerton, Stockport. 408,946.
- "THE MARVINE IODINE OINTMENT" on circular label; for iodine ointment (3). By Ioda Manufacturing Co., 28A Basinghall Street, London, E.C. 2. 403,518.
- "TELVINA"; for medicines (3). By W. G. Owen, Emlyn Pharmacy, Sycamore Street, Newcastle Emlyn, Carmarthenshire. B 406,766.
- "DECALIN"; for medicinal chemicals (3) and for goods (47) and (50). By Tetralin Gesellschaft mit Beschränkter Haftung, Behrenstrasse 5, Berlin, W. 8. 408,206/209/210. (Associated.)
- "CONCHITA"; for medicinal chemicals (3) and for food substances (42). By Carenou & Tur, Moussac (Gard), France. 408,995/996. (Associated.)
- "NEWSTIR"; for medicinal chemicals (3). By the Washington Chemical Co., Ltd., Washington Station, Co. Durham. 409,144.
- "LANOBALM"; for ointments (3). By J. C. Culbert, 2 Holywood Road, Comswater, Belfast, Ireland. B 409,722.
- "NURISHA" and "GOOD AS GOLD" with device of child sitting on tin ("Nurisha" disclaimed); for baby food (42). By J. Austens, Chandos House, Westgate Buildings, Bath. 397,179.
- "KLEPALO"; for cream of tartar and substitutes (42). By A. Lemon & Co. Proprietary, Ltd., 201 William Street, Melbourne, Australia. 407,722. (Associated.)
- "LYNMR"; for perfumery, etc. (48). By E. T. Gregson, 116 Marygate, Berwick-on-Tweed. 407,919.
- "BUTENE"; for all goods (44). By Julia E. Wilbraham and Mary Rowlands, 44 Belgrave Road, Edgbaston, Birmingham. 408,650.
- "CREMOSAN"; for all goods (48). By Ayrton, Saunders & Co., Ltd., 34 Hanover Street, Liverpool. 409,623.

Information Department.

INFORMATION WANTED.

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated:

G/131. Mecca spring-lock truss	S/131. Supphurion and Azufrol capsules
E/171. Mascol cold cure	
M/181. Mineral	D/131. Acme capsule machine

INFORMATION SUPPLIED.

Inquiries regarding the following articles have been answered. The information as to supply will be given to others who send a stamped, addressed envelope to the Information Department, THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C. 4:

Culmak shaving-brushes (Colonial inquiry), N/2412	Non-electrical deafness appliances, L/61
Culmak shaving-brushes (S. African inquiry), K/141	Palette knives, stiff and flexible, M/141
De Jongh's cod-liver oil, H/141	Parozone bleaching liquid, H/141
Hemostyl, P/71	Reinhardt feeding-bottle, L/181
Izal disinfectant, A/141	Rexal specialties, R/211
Kemp's drain tester, S/31	Surocaine, S/31
Klepal cream-of-tartar substitute, L/131	Steel thermos flasks, W/101
Liquozone, C/181	
Mackay's auraline, H/141	

ADVERTISERS FINED.—For "disfiguring the natural beauty of the landscape" at Langley by erecting advertisement hoardings, H. J. Heinz & Co., Ltd., Southwark Street, London, S.E. 1, were, on January 19, fined 5s. and costs at Slough. The hoardings are to be removed within a fortnight.

Observations and Reflections.

By Xrayser II.

It is Obvious

that the Home Office officials have gone beyond the requirements of the International Convention in regard to regulating medical and pharmaceutical practice in supplying the drugs to which the Convention applies. To the Home Office there are apparently no legitimate uses for the drugs in domestic medicine, and it is of no avail to qualify as a chemist if no special authority is conceded in the matter of the sale of drugs. It was perhaps allowable in war time to enact regulations as to the sale of cocaine, but the elaborate, costly, and cumbersome method of ordering cocaine in prescriptions should now be abolished, and certainly should not be extended to opium, the most beneficent drug in the Pharmacopœia.

Probably the Home Office

imagines that the cocaine Regulation made under the Defence of the Realm Act is a success so far as it relates to prescriptions, but in this the officials are mistaken. Take, for instance, the question of inspection of the cocaine-register. The well-meaning policeman who looks at the book cannot do so with intelligence—many cannot even understand the weights and measures—and it is certain that nobody could balance the books, for the reasons mentioned in the *C. & D.* last week. In some towns the cocaine-book is not inspected at all, even by the local policeman, but there are exceptions. A chemist whose business is in a provincial city told me this week that the inspector who comes round is sufficiently educated to take an intelligent interest in the register. This inspector went so far as to inform chemists in the town that a local doctor was obtaining cocaine from them all, and he suggested that in future the doctor should be refused. It does not, however, appear to be any part of the duties of an inspector to give advice such as this.

It Confirms the View

that has been held for some time that some medical men in this country are cocaine-takers. Therefore the fact that doctors are in future to keep an account of the cocaine "supplied" is important, but not insurmountable to a cocaine fiend. As a matter of fact, the only regulations that are needed, other than those at present afforded by the Poisons and Pharmacy Act, are those relating to the manufacture and disposal of the drugs by manufacturers. Some of these now in force for exporters are absurd. For instance, the requirement that the name "Opium" shall be placed in large letters on the outside of export packages is merely an incentive to theft. One manufacturer tells me that recently a package so labelled arrived at its destination minus its contents—the thieves had but to open the case to secure the opiates, whereas formerly it was a sporting chance that the presence of cocaine and morphine would not be "spotted."

The Cost of Dispensing

will go up if the Regulations pass in their present form, and Mr. Skinner will have to revise his simplified pricing system considerably. It is going to take time to make three or four entries of a prescription, and dispensing is not at present so remunerative that chemists can afford to do this for nothing. I do not gather from Sir William Glyn-Jones's letter, printed in the *C. & D.* last week, that a deputation from the Council of the Pharmaceutical Society waited on the Home Secretary in regard to the draft regulations. Further light on this point is needed, and particularly the letter, if any, in which the Home Secretary refused to see the deputation. The protest of the Society against the Regulations is not only feeble in tone, but proceeds upon mistaken lines. It virtually concedes all that the Regulations demand of us, and only objects upon the ground that the Regulations will fail of their intended effect because a certain class of medical practitioners keeping open shop are left free to prescribe and supply these

drugs whensoever and howsoever they please. The objection comes to this: that because the Regulations do not stop the way of all possible abuses they are useless, or worse than useless. The real objection to these pettifoggling measures is that instead of attacking the evil at the fountain-head, they attempt to stop a thousand little vent-holes at which, the evil once rife, it is morally certain to escape. It cannot do this without serious harm to quite legitimate business and endless annoyance to entirely honourable pharmacists.

The Pictures on Facing Pages

of the remains of Mr. Sumner's medical hall at Cork and the temporary pharmacy amidst the ruins of Albert in France bring both sadness and hope. Mr. Sumner, like the French pharmacist, has lost everything, but their decision to start again to retrieve their positions shows that they have not lost heart in face of their terrible misfortune. It is to be hoped that both will rapidly reap the reward of their pluck in circumstances which would have dismayed faint-hearted pharmacists.

Literary Allusions

to proprietary medicines are not uncommon, and are often amusing. I once made a little anthology of such passages in famous authors, but have unfortunately—or perhaps fortunately—lost it. As a rule the references were not flattering, but to this there were some notable exceptions: Miss Austen, for instance, in "Emma," gives Gowland's lotion an excellent advertisement. But the most laudatory thing of the kind that I remember to have met with is Richard Cumberland's ode to Dr. James, in which the fever-powder figures most prominently. The poet says, or sings:

Meanwhile the magic drug, at strife
With the detected foe of life,
Runs to the heart, mounts to the brain,
And visits each corrupted vein:
Where'er it comes bids tumult cease,
And hail the Messenger of Peace.

There is a pathetic touch in the line:

The mother aids the draught, and as she aids it prays,
which seems to have been in Goldsmith's mind when he made Mrs. Hardcastle say to her son: "Ungrateful boy! Did not I prescribe for you every day, and weep while the receipt was operating?" Horace Walpole made great fun of Cumberland's ode. The writer, he said, had been so bountiful as to secure immortality both for Dr. James's powder and for his own poem, since Father Time would fall asleep before he could read it through.

Shakespeare's Medical Lore,

or at least his knowledge of herbal medicine, is usually thought to have been drawn mainly from Gerard, but Sir William Thiselton-Dyer thinks Lyte a more likely source. Of all the reasons he gives for this opinion only one seems to me to have any real force, and this is the fact that Lyte, like Shakespeare, calls ling "long heath." On the other hand, Lyte says nothing of the mandrake shrieking when torn out of the earth, and Gerard does; Gerard, again, says that henbane has been called *Insana*, and Lyte does not; he notes, too, and Lyte does not, the tenacity of the cedar's leaves, "so strongly fastned as they can hardly be pulled off"; he, as well as Lyte, speaks of the bitterness of coloquintida, and of the myrtle as a tender plant. Sir William's points are thus all disposed of, and it is unfortunate for his theory that Lyte recommends the juice of henbane (which Sir William identifies with the "cursed hebenon" of Shakespeare) as an application for ear-ache. There can be little doubt, by the way, that Shakespeare took both the name and the use of this plant from Marlowe, who mentions "juice of hebon" as a deadly poison. Hebenus, according to Gower, is a "sleepy tree"; Spenser, too, makes "heben" a tree, and speaks of the "deadly heben bow," a weapon that could hardly be made out of henbane. We may, indeed, conclude that "hebenon" is yew.

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BRITISH ABSOLUTE ALCOHOL

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Editorial Articles.

The Dentists Bill.

IN view of the fact that Parliament meets again in less than a month, it is important that chemists should prepare to combat vigorously the most flagrant attacks that have hitherto been made upon their rights. These are contained in the Proprietary Medicines Bill, the Dentists Act (Amendment) Bill, and the Draft Regulations under the Dangerous Drugs Act. It is in regard to the Dentists Bill that we are concerned chiefly in the present article. The occasion recalls the inception of the Dentists Act, which became law on July 22, 1878. As originally drafted by a committee of dentists the Bill proposed to register only those (1) possessing a dental degree, or (2) who carried on dentistry separately or in conjunction with medicine or surgery. The chemists in those days were, we think, keener on looking after their rights than they are to-day, and moreover were assisted by the Pharmaceutical Society in obtaining amendments to the Bill. Sir John Lubbock, who introduced the Bill, received many representations of the injustice that the Bill would cause to the vested rights of chemists, and he met the opposition with politeness and in a spirit of concession which could well be imitated by our Government Departments of the present day. Sir John informed a deputation of the Chemists' and Druggists' Trade Association that it was not the intention of the Bill to interfere with such simple operations as extracting or stopping teeth, which do not require any extended period of study by the operator, and he also promised to protect carefully the vested interests of chemists in regard to registration. The consequence was that the Bill did not prohibit the practice of dentistry, but, like the Medical Acts, protected the titles "dentist," "dental practitioner," etc., and prevented the recovery in the Courts of dental fees by unregistered persons. The registration of chemists who at that time practised dentistry in conjunction with pharmacy was effected by adding the words "or pharmacy" to the second paragraph quoted above, which mentioned the persons who were to be entitled to registration. The consequence was that many dental chemists obtained registration, but, what is important to remember now, the Act did not prevent chemists practising dentistry in conjunction with pharmacy. That is the state of the law which the Dentists Bill proposes to alter by making it illegal in future for unregistered persons to practise dentistry, thus going further than the Medical Acts, but indicating the goal which medical practitioners have in view, as shown by the Venereal Disease Act and the Proprietary Medicines Bill. The Chemists' Dental Society is taking an active part in the opposition to the infringements of the rights of chemists proposed by the Dentists Bill, but we have not yet heard that the Council of the Pharmaceutical Society is taking practical steps to ensure that chemists are not penalised by the fact that their names appear on the Register of Chemists and Druggists. In 1878 the Council of the Pharmaceutical Society was

not afraid to tackle the subject, but now it appears that questions of political expediency take first place at Bloomsbury. It is the duty of members of the Pharmaceutical Society to ensure that their representatives on the Council are under no misapprehensions as to the infringements of chemists' vested rights which are threatened. A heart-to-heart chat with the councillor who lives in the district, or a personal letter recalling his sense of duty, would not be amiss on the present occasion. Although the test case has shown that many of the functions formerly exercised by the Pharmaceutical Society must be dropped, the protection of the vested rights of registered men when these are threatened by legislation is still a duty of the Council. Mr. Benson Harries, hon. secretary of the Chemists' Dental Society, informs us that he has received the following letter from the Ministry of Health:

With reference to the question discussed on the occasion of your visit to the Department, I am to point out that the recommendations of the Departmental Committee with regard to chemist-dentists have been modified to the extent of leaving the Dental Board a discretion to require the prescribed undertaking referred to in Clause 3 (3) where they think fit.

This refers to the unfair discrimination against chemists who carry on a dental practice with pharmacy, and Mr. Harries asks members of the Society to take up this question with members of Parliament, so that the matter may not be left in the present unsatisfactory condition.

Eliminating the Merchant.

THE Dyestuffs (Import) Regulation Act came into operation on Saturday last, but up to the time of writing the Board of Trade have not fulfilled their definite promise given in the House of Commons to issue, prior to the measure coming into force, a detailed list of the products prohibited under the Act. We have been informed that the list will be ready in about "two or three weeks' time," and it would not be surprising if it were issued just prior to the reopening of Parliament on February 15, in order to obviate the answering of awkward questions by the President of the Board of Trade. Meanwhile chaos prevails at the Custom House, as the officials know less than the Board of Trade as to what may or may not be imported, and between the two bodies the merchant's business in dyestuffs is paralysed, as he has no guide as to what he is still free to deal in. The position is further aggravated by the fact that official intimation has been given by the Board of Trade that they regret they find it impossible to appoint a trader representative on the Advisory Committee under the Dyestuffs Act. This is quite a new departure, and raises an important issue whereby the merchant, as an intermediary between the manufacturer and consumer, is to be eliminated. This dangerous policy, to which Lord Askwith has alluded (*C. & D.*, January 15, p. 69), is a war-growth, and one that reverses our commercial traditions. At the same time a Gilbertian situation has arisen. One section of the Board of Trade, the Department of Overseas Trade, heartily desires the co-operation of the merchant in the development of export trade, but another section, dealing with dyestuffs, refuses to recognise the merchant as a distributor, at any rate in connection with dyes. It may be taken for granted that importers' applications for licences will be granted only sparingly, and that numerous complaints are likely to arise. It will be for the chief consuming interests, who are well represented on the Advisory Committee, to take the lead if the home makers are not able to supply all their requirements. An instance

of what is already taking place in the restriction of British export trade is given in a letter from a merchant to the "Manchester Guardian," in the course of which he states:

A London firm, wishing to forward a consignment of alizarine to Bombay, applied to the Board of Trade for a licence, and was informed that a certificate from the manufacturer must first be produced. The firm, however, wished to buy from a merchant, not a manufacturer, and on trying to arrange the deal found it impossible to get the manufacturer's certificate, no reason being given for the refusal. The reason is immaterial in view of the fact that the Board of Trade will not grant the necessary licence to export without the certificate, and the firm in question cannot get the certificate in the ordinary way of business. The result is that the alizarine has been bought in Germany, and is being despatched direct to Bombay.

The refusals not only apply to alizarine, but to other home-made dyestuffs, and just at a time when every effort should be made to resuscitate export trade. We understand that there are large stocks of both British and foreign dyes in this country, but it is evident that the makers, rather than sell to a merchant, prefer to let Germany do the business direct.

Medical Research.

THE Medical Research Council which succeeded the Medical Research Committee has published a report for the year 1919-20, in which an outline is given of the various researches concluded and being conducted during the period under review. The report contains several points of interest to our readers, and we propose to refer to some of these. In the Bio-chemistry and Pharmacology department it is mentioned that Dr. H. H. Dale has been to the United States for the purpose of studying the methods of control exercised there over therapeutic products for which biological methods of testing are required. Some of the knowledge acquired has been placed at the disposal of the Committee appointed by the Minister of Health to advise upon the measures necessary for the proper control of dangerous drugs, serums, and other substances sold for curative use in medicine. Dr. Dale was also able to make arrangements in Chicago for an adequate supply of pituitary glands, in regard to the use of which gland investigations are being carried out. The research upon this gland, a small but very important organ within the skull, had been impeded by the difficulty of obtaining a sufficient quantity needed for the chemical research. In regard to work that has been done upon the structural properties of different samples of salvarsan, an investigation has been completed upon a series of crystalline compounds formed by amino-acids with certain mineral salts, which is expected to settle the nature of these compounds. Reference is made to the recommendations of Major Acton that alkaloids of cinchona other than quinine will prove much more effective in the treatment of benign tertian malaria, quinidine and cinchonidine being mentioned. There is a mention of an investigation on the value of the colloidal-gold test in neurosyphilis. It has been found that all cerebro-spinal fluids precipitate colloidal gold, provided that the gold solution is sufficiently sensitive, but that, generally speaking, the precipitating substance is contained to a small degree in normal fluid, to a greater degree in tabetic cases, and to a still greater degree in parietic cases. The synthesis of various hydro-cuprein derivatives has been carried out, and these have been used in therapeutic experiments upon pneumococci and the tubercle bacilli. It appears, also, that at Cambridge work is being conducted on "the digitalis

yield of foxgloves and its relation to heritable factors," of which, however, no particulars are given. In regard to radio-therapy, it is stated that nearly five grams of radium bromide which had been recovered by the Optical Munitions Department of the Ministry of Munitions from various war instruments, insured for 72,500*l.*, has been utilised in experimental work designed to test the value of radium in the treatment of malignant disease. It has been found at the Middlesex Hospital that in inoperable cases of carcinoma the effect of radium treatment was to make the cases operable, the tumours being diminished in size. The large amount of radium employed necessitated special precautions in use and storage. The treatment of patients was carried out in a separate room, and, when possible, with the aid of lead-screened apparatus. When out of use, the circular brass box containing the eighteen tubes among which the radium is divided was kept in the centre of a cubical box of lead, each edge of which measures twenty inches. This leaden cube weighed one and a-half ton, and was enclosed within an iron safe as far away as possible from rooms in daily occupation. The radium box itself was never directly handled, but was moved from place to place as required by means of a "long arm" and a special lead-protected trolley. Satisfaction is expressed with the premises at Mount Vernon, Hampstead, where the work of the Medical Research Council is now carried on.

Drawback on Exported Tinctures.

NEW Regulations have just been made by the Commissioners of Customs and Excise for the exportation on drawback of "tinctures," which includes medicinal spirits, flavouring essences, perfumed spirits, and hair washes; and "absolute alcohol," which means spirits of wine of a strength of seventy-four degrees over proof or upwards. The tinctures must have been compounded by the rectifier or compounder from spirits on which duty has been paid. The tinctures for exportation otherwise than by means of the Foreign and Colonial Parcel Post, or for shipment as stores, may be removed in bottles or in metal canisters, packed in cases containing as regards medicinal spirits and flavouring essences not less than one bulk gallon each, and as regards perfumed spirits and hair washes not less than half a bulk gallon each. They may also be removed in jars covered with wicker-work, or in iron drums uncased, each containing not less than two, and not more than ten, bulk gallons. The tinctures for exportation by means of the Foreign or Colonial Parcel Post may be removed in bottles or in metal canisters, packed in postal parcels each containing not less than 0.125 of a bulk gallon.

Absolute alcohol may be removed:

(a) in bottles or metal canisters of uniform size, packed in cases containing not less than two bulk gallons each; or (b) in sealed bottles or metal canisters each containing not less than one bulk gallon.

Where tinctures are to be exported otherwise than by means of the Foreign and Colonial Parcel Post, or shipped as stores, no consignment of medicinal spirits or flavouring essences shall be of less quantity than two bulk gallons, nor shall any consignment of perfumed spirits or of any article specified in paragraph 12 of the Regulations be of less quantity than one bulk gallon. Except in the case of spirits packed with medicinal spirits or flavouring essences no consignment of absolute alcohol shall be of less quantity than two bulk gallons.

The exporter must give twelve hours' notice to the proper officer, on the form prescribed by the Commissioners, of his intention to pack and remove the goods,

stating thereon the required particulars, and must produce the goods for examination by such officer. The consignments of tinctures for exportation or shipment as stores produced to such officer for examination at one time shall not be less in the aggregate than two bulk gallons. An addition in respect of waste shall be made of 3 per cent. on the proof quantity of tinctures actually exported or shipped as stores.

Exporters must provide suitable accommodation for the officer, furnish for his use such imperial measures as may be requisite, and give him any necessary assistance in the taking of his accounts.

Coming Events.

Wednesday, January 26.

Cardiff Pharmacists' Association, Bungalow Café, High Street, at 7.15 P.M. Whist-drive on behalf of the Pharmaceutical Society's Benevolent Fund. Tickets (5*s.* 6*d.* each, including refreshments) from Mr. Edwin Poole, 29 Ladysmith Road.

Birmingham Pharmaceutical Association, Grosvenor Rooms. Grand Hotel (entrance Barwick Street), at 7 P.M. Dance. Tickets (7*s.*; lady and gentleman, 13*s.*) from the Secretary, Mr. F. Smith, 221 Soho Road, Birmingham. Supper tickets 8*s.* 6*d.* extra.

Middlesex Pharmaceutical Association, Lecture Theatre, 17 Bloomsbury Square, London, W.C., at 8.15 P.M. Dr. J. Stanley White on "The Ductless Glands and their Use."

Public Pharmacists' Association, St. Bride Institute, Bridge Lane, Ludgate Circus, London, E.C., at 7.45 P.M. Annual meeting. Mr. A. H. Jeukin on "The Dangerous Drugs Act Regulations."

Liverpool Chemists' Association, Royal Institution, Colquitt Street, at 8 P.M. Annual meeting.

Thursday, January 27.

Leicester Pharmaceutical Association, Oriental Hall. Annual dinner. The guests will include the President of the Pharmaceutical Society, and Mr. J. W. Deakin, Retail Pharmacists' Union.

North London Pharmaceutical Association, Progressive Pharmacy Club, Arundel Hotel, Arundel Street, Strand, W.C. Whist-drive.

The Chemists' Dental Society (Great Britain and Ireland), 17 Bloomsbury Square, London, W.C., at 4 P.M. Special meeting.

Friday, January 28.

Royal Institution of Great Britain, Albemarle Street, Piccadilly. London, W.1, at 9 P.M. Sir James Dewar on "Cloudland Studies."

GERMAN REPARATIONS.—According to a statement issued by the Reparation Commission in Paris, during the month of November Germany delivered, in accordance with the obligation imposed by the peace treaty, 1,701,092 kilograms of dyes and 8,217 kilograms of pharmaceutical products. Up to November 30, 1920, Germany had delivered altogether 9,679,104 kilograms of dyes and 36,701 kilograms of pharmaceutical products.

DR. SIDNEY CLARKE, hon. secretary of the Hertfordshire (Local) Medical and Panel Committees, writes to "The Times" as follows: I wish to point out to you the unreasonableness of the National Health Medical Benefit Regulations, 1920, Article 10 (2), because it is legislation entirely in favour of an insured person and to the detriment of the interests of practitioners. A certain rural practitioner has hitherto undertaken no dispensing for insured persons because a chemist lives practically opposite him. An insured person residing more than a mile from that doctor has now claimed to be supplied with drugs, etc., from that doctor and not from the chemist, and the County Insurance Committee have required under Article 10 (2) that the doctor shall supply such drugs, greatly against the doctor's wishes, because this is the only insured person for whom he will have to undertake dispensing. Simply because the doctor dispenses for his own private patients the Insurance Committee can compel that doctor to do this work for this one insured person. Apparently the Insurance Committee cannot act in any other way until Article 10 (2) be so amended as to give the Insurance Committee some power to meet such cases. The Ministry of Health seems to consider the interests of one section of the community only.

Proprietary Articles Trade Association.

A MEETING of the Council of the Proprietary Articles Trade Association was held at the Holborn Restaurant, London, W.C., on January 13. There were present:

Manufacturers' Section.—Messrs. H. S. Kutnow (S. Kutnow & Co.), A. R. Lewis (G. Whelpton & Sons, Ltd.), J. J. Pilley (Mellin's Food, Ltd.), F. W. Powell (Thos. Powell, Ltd.), A. Ridout (J. Grossmith & Son, Ltd.), J. A. South (J. Steedman & Co.), W. H. Woodward (W. Woodward, Ltd.).

Wholesale Section.—W. C. Birks (Raines & Co.), W. Edwards (W. Edwards & Son), H. Wippell Gadd (Evans, Gadd & Co., Ltd.), Wm. Lane (J. Woolley, Sons & Co., Ltd.), J. McCaig (Evans Sons Lescher & Webb, Ltd.), H. Nixon (Ayrton, Saunders & Co., Ltd.), F. R. Newbery and E. Pickering (F. Newbery & Son, Ltd.), H. M. Read (Hirst, Brooke & Hirst, Ltd.), F. J. Smith (Sangers), W. C. Stewart and A. T. Webb (May, Roberts & Co., Ltd.).

Retail Section.—Messrs. N. N. Armitage, J. G. Atkinson, A. J. Barnes, R. Feaver Clarke, W. L. Currie, J. B. Francis, A. Higgins, J. Keall, A. R. Keith, S. N. Pickard, J. Milner, P. F. Rowell.

In the absence of the President, through illness, the chair was taken by Mr. P. F. Rowell, who, on behalf of the Council, welcomed the new member, Mr. N. N. Armitage, of Leeds.

ELECTION OF OFFICERS.

The following officers were then elected: *President*: Mr. F. J. Smith. *Vice-Presidents*: Mr. Page Woodcock, Mr. W. C. Birks, Mr. P. F. Rowell. *Treasurer*: Mr. G. Barclay. *Executive Committee*: Messrs. J. Kenningham, A. Ridout, H. S. Kutnow, J. McCaig, A. T. Webb, J. Keall, A. R. Keith.

RETIREMENT OF MR. JOHNSTON.

The Executive Committee reported that an amalgamation had been brought about between the Chemists' Defence Association and the Local Associations Executive Committee of the Pharmaceutical Society in its reconstituted form of the Retail Pharmacists' Union, and that Mr. Johnston had decided to retire from the secretaryship of the Chemists' Defence Association and the assistant secretaryship of the Proprietary Articles Trade Association. The committee recommended: That a sufficient amount of stock be vested in the names of Messrs. J. A. Kenningham, F. Smith, A. R. Keith, and Sir William Hyn-Jones, to hold in trust and to pay an income of 50l. a year or thereabouts to Mr. Johnston for his life. They further recommended: That Mr. Hildreth Glyn-Jones be appointed assistant secretary, and that Mr. McDonald be appointed deputy assistant secretary. The report and recommendations were unanimously adopted.

Mr. Smith paid a very high tribute to the work of Mr. Johnston, and it was resolved to place on record the indebtedness of the Council to Mr. Johnston for the devoted service which he had rendered to the Association.

On the recommendation of the Executive Committee it was decided to join with the Association of Manufacturers of British Proprietaries, and the Local Associations Executive in placing before the Railway Rates Committee a case for the application of more equitable rates and conditions to the conveyance by rail of proprietary medicines. It was reported that the Association of Manufacturers of British Proprietaries were prepared to receive deputation to discuss the presentation to the Chancellor of the Exchequer of proposals for the modification of the incidence of the stamp duties under the Medicine Stamp Act. The Executive Committee were empowered to arrange for such a deputation. The Council also considered and dealt with applications for the addition of articles to the protected list and for the modification of the terms of other articles already on the list.

A SERIES of lectures has been arranged in connection with the Chemical Industry Club, Newcastle-on-Tyne, among the contributors being Dr. J. H. Paterson, Dr. C. Garrett, and Mr. S. H. Collins, M.Sc.

Festivities.

Taylor's Drug Co.'s Staff Social.

ON January 14 Taylor's Drug Co., Ltd., held their annual social in Lyon's County Arcade Café, Leeds, the company numbering 350. A whist-drive was held on the upper balcony, whilst dancing was being enjoyed in the ballroom. Musical items were also rendered by members of the staff.

Leeds Chemists' Social.

THE Leeds Chemists' Association met on January 12 at the Leeds Conservative Club to celebrate "ladies' evening." Mr. H. Gilleghan (President) occupied the chair, and there was a good attendance. After dinner, at which only two toasts were proposed ("The King" and "The Ladies"), a programme of musical and other items of entertainment was provided by Miss D. Day, Mr. F. E. H. Soar, Mr. H. Clare, senior, Mr. G. Watson, Mr. E. Broadhead (Batley), Mr. J. H. Beacock, Mr. Paul Dobson, and Mr. E. Birtcliffe, A.R.C.M.

Manchester Masonic Pharmacists' Dinner.

THE Manchester and District Pharmacists' Masonic Association held its third dinner, on January 12, at the Victoria Hotel. The chairman, Wor. Bro. C. H. Griffiths, P.M., P.P.G.D.C., presided over brethren and ladies to the number of between fifty and sixty, among whom were the S. Warden (Wor. Bro. A. Lyons, P.M.), the J. Warden (Bro. H. Woodhead), the D.C. (Wor. Bro. A. Vallance, P.M., P.P.G.S. of W. Notts), and the secretary (Bro. A. Newton). Each lady, on entering the room, received a spray of carnations. Bro. Sir W. H. Veno proposed the toast of "The Chairman," and Bro. A. Newton that of "The Ladies." Considerable amusement was caused by the reading of imaginary letters of inability to attend from the Prime Minister, Mr. Winston Churchill, and Mr. Austen Chamberlain. Telegrams of fraternal greetings were exchanged with the Merseyside and Southport Pharmaceutical Freemasons, who were dining at Liverpool the same evening. A whist-drive was afterwards held; the first lady's prize was won by Mrs. Bellringer, the second by Miss McCutcheon. The first gentleman's was awarded to Bro. Jackson, and the second to Bro. Shaw. Dancing, with intervals for songs and sketches, contributed by Bro. A. Vallance, Bro. H. M. Ashton, and Bro. J. Bridgford, completed a delightful evening.

A Reminiscent Function.

WHEREAS a year ago the entire social world jazzed, box-trotted, and one-stepped night in and night out, the inevitable reaction has set in, and this year a dance is the exception. The Cinderella of the Western Pharmacists' Association of London at the Holborn Restaurant on Wednesday evening, January 19, was therefore a very welcome oasis in the barrenness of the season. Perhaps the fact that functions of this sort are nowadays so few made this particular gathering exceptionally enjoyable, as from the moment when the President, Mr. H. S. Watson, and Mrs. Watson greeted the assembling guests to just before midnight everyone seemed to be enjoying themselves to the top of their bent. Among those pursuing the terpsichorean art with obvious delight were Mr. and Mrs. C. A. Noble, Mr. and Mrs. W. F. Gulliver, Mr. and Mrs. E. White, Mr. and Mrs. W. D. Shirliff, Mr. and Mrs. J. W. Roberts, Mr. and Mrs. G. A. Tocher, Mr. and Mrs. B. R. Wilkinson, Mr. W. Browne and Miss Browne, and Miss Watson. At the supper, which made a pleasant break in the proceedings, 127 persons attended, and the hilarity was reminiscent of the Junior Pharmacy Ball in its salad days. The lead given by the Western pharmacists will doubtless mean a recrudescence of similar functions among other societies connected with the trade in London and district. The success of the Cinderella itself was a fine tribute to the popularity and organising ability of the President, the social secretary (Mr. Harry Martin), and the indefatigable M.C., Mr. B. R. Wilkinson.

Associations' Winter Session.

Assistants' Unions.—A meeting of the Birmingham Retail Branch of the National Drug and Chemical Union was held on January 12, at which the chair was taken by Mr. J. M. Caley (Wolverhampton). Short addresses were given by the chairman and Mr. Lawton (Coventry). The organising and economic side of the Union was next dealt with by Mr. A. J. Gillian. Mr. Richardson spoke on what had been done in the Midland area by wholesale branches. The principal speaker, however, was Mr. W. Greenfield, who appealed for unity of all assistants. The competition among employees and the ideals of trade unionism were treated in a lucid manner. At the conclusion enrolments of members were proceeded with.

Bolton.—At a meeting of the Bolton Pharmacists' Association held on January 14, the following resolution was passed: "We, the members of the Bolton Pharmacists' Association, shall continue our allegiance to the Pharmaceutical Society." An address by Mr. Blain, Ph.C., followed.

Derbyshire.—The Derbyshire Pharmaceutical Association held a meeting recently at which an interesting debate on apprenticeship followed a paper read by Mr. W. Elmitt on the subject. A small committee was afterwards formed to draw up a specimen indenture embodying the bulk of Mr. Elmitt's scheme. It was also agreed by the members present not to take apprentices before passing the Preliminary examination. The next paper will be given by Mr. Pattison on February 22, on *Advertising*.

Edinburgh.—The Edinburgh Chemists', Assistants', and Apprentices' Association held a meeting in the Pharmaceutical Society's House, 36 York Place, Edinburgh, on January 12, Mr. H. W. Blair (President) in the chair. Mr. Andrew Howison, M.A., B.Sc., Lecturer in Botany, Heriot-Watt College, Edinburgh, gave an interesting address on *Plant Ecology*, illustrated by a series of lantern slides. Typical places in the vicinity of Edinburgh, which, it is proposed, shall be visited during the summer session, were selected in illustration of the various ecological conditions governing the distribution and grouping of typical plants. There was a large attendance.

Ipswich.—The Ipswich and Suffolk Chemists' Association held a meeting on January 13. Proceedings were opened with a supper. After discussion, it was decided that members of the Association be asked to double their subscription to the Pharmaceutical Society Benevolent Fund. The Retail Pharmacists' Union, it was felt, ought to receive the support of the trade as a whole. The following resolution was carried unanimously: "That this Association earnestly recommends its members to join the new Retail Pharmacists' Union, and to use their best efforts on its behalf." March 9 or 16 was provisionally fixed as the date of the forthcoming dinner to be held at the White Horse Hotel, Ipswich. The proposed increase in telephone charges was criticised, and a resolution passed pointing out that the proposed scale would be an unjust tax on business enterprise, and eventually reduce the number of subscribers. Copies of the resolution were sent to the Postmaster-General and the Ipswich Chamber of Commerce. Mr. Wiggin, Ipswich, drew attention to a recently published report of the local St. John Ambulance, in which two ladies' names appeared as pharmacists, their names not being on the register of the Pharmaceutical Society. The secretary was directed to point out the error. A discussion on the new Poison Schedule followed.

Irish Dental Society.—A meeting of the Committee of the Dental Society of Ireland was held on January 12 in the rooms of the Chemists' and Druggists' Society of Ireland, Belfast, Mr. T. A. Robb, Ph.C., Vice-President, occupying the chair, in the absence of Mr. F. T. Smith, J.P. (Antrim). It was decided to hold the annual meeting on January 26. Discussion took place on the Dentists Bill, and it was decided to oppose the penalising clause.

The applicability of the measure to Ireland was considered, and it was felt that in view of the setting up of a Parliament for Ulster the matter would probably be left to that body, and any legislation would be on the lines of the English Bill. The secretary (Mr. J. D. Carse) reported on arrangements with the Chemists' Dental Society, England, and it was agreed to support that body in its demands, and that, when the Bill came up again, a deputation, consisting of Mr. Smith, Mr. J. Moffet (hon. treasurer), and Mr. Carse, should proceed to London on hearing from the English society should it be necessary for them to attend. A letter was received from Mr. R. Hall, Moville, co. Donegal, taking exception to the penalising clause. A draft of the annual report was read and passed, and a vote of sympathy was passed to the President on the serious illness of his wife. Two new members were elected.

London.—A meeting of the Executive Committee of the London County Pharmaceutical Association was held on January 18, Mr. A. J. Wing (President) in the chair. A letter was received from the Pharmaceutical Society, stating that until the decision of the Council had been arrived at it was impossible to define the future position of the Federations. A circular regarding the compilation of the War Services Record has been issued to each chemist in the London area. The reports of the Pharmaceutical Insurance Sub-Committee for the months of December 1920 and January 1921 were received. The Committee considered a resolution from the Western Pharmacists' Association dealing with the draft regulations of the Dangerous Drugs Act. A discussion took place, and the opinion was freely expressed that it was impossible for doctors or chemists to carry out the details of the draft regulations. The following resolution was passed: "While anxious for the public safety in the proper distribution of dangerous drugs, the Executive Committee of the London County Pharmaceutical Association strongly protests against the draft regulations under the Dangerous Drugs Act, as they are ineffective and absolutely unworkable." The secretary was instructed to send a copy of the resolution to the Home Secretary, the Pharmaceutical Society, and the Retail Pharmacists' Union. He was also instructed to communicate with the District Associations on the subject.

London (N.).—A meeting of the North London Pharmaceutical Association was held on January 18, when a lecture on *Petroleum from the Wells to the Consumer*, illustrated by the lantern, was given by Mr. Sydney Jamieson. After the interesting exposition questions were asked and answered. The President, Mr. C. W. Andrew, moved a vote of thanks, and expressed the appreciation of members, including the ladies who had been invited, for the interesting lecture.

London (W.).—A meeting of the Western Pharmacists' Association was held at Pinoli's Restaurant, Wardour Street, on January 13, the President (Mr. H. S. Watson) in the chair. Reference was made to the proposed increase in telephone charges, the President announcing that he had communicated with the Postmaster-General and the member of Parliament for his (the President's) division on the subject. After Mr. J. P. Gilmour had called attention to the draft Regulations made under the Dangerous Drugs Act, 1920, Dr. F. W. Crossley-Holland, F.C.S., gave a lecture (modestly styled a "chat") on *Contracts*. Beginning with fundamental definitions, Dr. Crossley-Holland unfolded the nature of a contract step by step, giving exact meanings to such terms as "obligation," "acceptance," and "revocation." The case of *Carlill v. the Carbolic Smoke Ball Co. (C. & D., 1, 1892, p. 875)* was one of several referred to in the course of the exposition. Dr. Crossley-Holland's lucid and sometimes witty comments on the application of legal principles to particular cases were followed with close attention. An interesting discussion, consisting chiefly of legal conundrums raised for the purpose of obtaining the lecturer's opinion, was contributed to by the President and Messrs. Melhuish, Ellerington, Barrett, Hampshire, Shirriff, Gilmour, and B. R. Wilkinson. These were answered in the course of a brilliant impromptu, and Dr. Crossley-Holland was accorded a very cordial vote of thanks. The

Dangerous Drugs Act Regulations were further referred to by Mr. Shirthill, and a resolution was carried requesting the London County Executive to take action in the matter.

Manchester.—The monthly meeting of the Manchester Pharmaceutical Association was held on January 12, Mr. J. Cleworth (President) in the chair. There was a good attendance of chemists, including several from neighbouring towns, to hear an address by the President of the Pharmaceutical Society (Mr. E. T. Neathercoat). The manner in which the Pharmaceutical Society had dealt with the Proprietary Medicines Bill was first explained. By dealing directly with the Committee who had the matter in hand they had attained the greater results. With regard to the Dangerous Drugs Regulations, every chemist should strenuously oppose the Draft Regulations. It is absurd to expect any body of trained men, such as chemists, to put up with the irksome Regulations, which went far beyond what is required by the International Opium Convention. The Home Office seemed to have avoided the issue, as regulations and laws already existed which were quite sufficient for the protection of the public. He referred also to the recent test case, with which, he said, they were all conversant. The funds of the Local Associations Executive will be handed over to the different Pharmaceutical Committees throughout the country. Now that the Pharmaceutical Society has no further interest in trade matters it would develop the educational side, the training of pharmacists and pharmaceutical research. He said that at Bloomsbury Square they always keep an eye on the doings in Manchester, as they thought it is a perfectly sound policy to listen to what Manchester had to say. He urged the vital importance of supporting the Pharmaceutical Society. It will always protect the qualification, which is of more importance than trade interests. The increased subscription must be looked upon as an insurance on the qualification. He referred to the recent murder trial in South Wales as an example of the dangers arising through the sale of poisons being in unqualified persons' control, and also the great need for the complete separation of prescribing and dispensing. He outlined what had been done regarding the pharmacists' interests in connection with the Ministry of Health. The value of the pharmacist's qualification cannot be over-estimated, and in the future will prove of more value than in the past. In conclusion he said that he occupies the position of President of the Pharmaceutical Society at one of the most critical periods in the whole history of pharmacy, and he was doing his very utmost to promote the best interests of the pharmacists of Great Britain. At the conclusion the chairman (Mr. Kirkby) and others congratulated Mr. Neathercoat on his address.

Salford.—At a meeting of the Pharmaceutical Association, held on January 13, Mr. Stout in the chair, Mr. Elsdon, the borough analyst, gave an address on his work, and also a reply to some of the critics of his paper read at the Conference in Liverpool. He said he knew something about pharmacy; he was brought up at the feet of two pharmacists, and had also worked under Mr. Liverseege, Birmingham. He did not see much in the demand that a public analyst should be a pharmacist, as the work was varied. The dairymen might say he should be a dairyman, and the grocers might want a grocer. Messrs. Wyatt and Parry were criticised, Mr. Elsdon believing they were labouring under a misapprehension. There is no legal agreement in Salford with regard to the 10 per cent. allowance. It is simply an arrangement between the parties concerned that no prosecution would follow if the deficiency or otherwise is under 10 per cent. in ordinary drugs like pot. brom., bis. carb., sodii sul., etc., but not to include potent drugs like arsenic, morphine, strychnine, etc. The capacity of the bottle is always considered, the inspector being ordered to mark the point the fluid reaches. Mr. Elsdon does not think there is confusion of weights, as chemists are too well educated to make such mistakes. The Salford authorities do not like to prosecute; they would gladly consider any reply from a chemist when incorrect dispensing took place. He thought the metric system would be the best for dispensing. Mr. Elsdon disagrees with the idea that

the size of the bottle is unimportant. He has still considerable difficulty in getting accurate burettes and other apparatus. He wanted, he added, medicines to be reasonably correct, but he did not want carelessness, and he did not want to bring these matters before the public eye.

Southport.—The Southport Chemists' Association held its annual meeting at the Queen's Hotel on January 13, at which Mr. A. H. Messenger was elected to succeed Mr. Barton as *President*. Supper followed, the guests including Mr. Horace Phillips (Wigan) and Mr. J. H. Robinson (Liverpool). The first item on the musical programme was a song by Mr. Messenger's son, the President being his accompanist. Mr. Phillips displayed clever sleight-of-hand tricks. The outgoing President, whose services in connection with the British Pharmaceutical Conference were acknowledged, was presented with a silver cigarette-case and a silver match-box.

Sheffield.—At a meeting of the Sheffield Pharmaceutical and Chemical Society, held on January 12, Mr. E. Preston presiding, Professor C. J. Patten, M.A., M.D., Sc.D., one of the leading ornithologists, gave a lecture on *Problems in Bird Migration*. A series of slides was exhibited, giving wind-curves, which was a factor of some importance to migration. Dr. Patten showed slides taken by himself while studying the subject off the coast of Ireland. During the last eight years the Professor has lived for months together on the remote Irish light-houses, carrying out researches on problems dealing not only with very rare birds, but with birds hitherto unknown in Ireland, some of which he has presented to Sheffield and Dublin museums. Reference was made to the faculty whereby birds were enabled to find their way during their extended pilgrimages, too much stress being laid upon the idea that birds possessed *in toto* an intuitive knowledge of the routes to be traversed, inherited from remote ancestors. The lecturer thought much more account should be taken of the specialisation of the bodily frame, and especially of the organ of sense. It has been noted that migrating birds often choose travelling along the coast, obviously as the best guide to their destinations. Evidence showed that in migrating they travelled no faster than when making their accustomed local flights. The weird phenomenon of migration by night was explained, help being given in coming to his conclusions by the rays of the lighthouse lantern, which attracted a great number of birds, making identification easy. Professor Patten passed round specimens of some of the smallest of birds.

Thames Valley.—A meeting of the Thames Valley District Pharmacists' Association was held at the Kingston Hotel, Kingston-on-Thames, on January 19, the President (Mr. F. J. Plomley) in the chair. There was a good attendance. An interesting address, of which the following is an abstract, was delivered by Mr. Albert F. Porter, general manager of S. Maw, Son & Sons, Ltd.

MATTERS IN TRADE.

The expansion of retail businesses—those, of course, which move with the times—has to a large extent eliminated the personal element. Shops have tended to become impersonal, and one has tended to become much the same as another. The exception, I think you will agree, is the private pharmacist. Drug-stores and company shops have, in their particular sphere, destroyed the personal touch, and at the same time have, by their methods, dissipated the air of mystery which formerly surrounded the craft. Personality, however, I venture to suggest, is a big asset. People reposed an amount of confidence in the pharmacist, at one time, only less small than that which they put in the doctor and the family solicitor. This attitude of mind on the part of the public has gradually lessened, but you know it has not gone, and it is such an important factor that you should make every possible effort to encourage it by the reassertion of personality. There are three possible ways by which personality can be strengthened: Personality through printed matter; personality in the window; personality in the goods.

(1) I will deal with personality through the printed matter first. You all use a considerable quantity of printed matter, and it can be made a powerful channel for impressing your personality upon your own particular public. Note-paper as generally used by chemists lacks personality and character. I frequently examine the specimens which come to hand, and to me it is additional evidence that they are what are generally termed "printers' jobs." It is not unusual to see six classes of type incorporated in a very indefinite design. There is no reason for this. Perhaps you will think that this is a small matter; that it is of no importance, and that in any case you have neither the time nor the aptitude for dealing with it. I can assure you, however, that it really does matter very much indeed, and that the time which you may devote to it is another of the indications of a personality pervading your business. It is really the outward expression of thought. You have many other items of printed matter, such as labels and invoices. Bring them into unity, so that each one is unmistakably a little bit of yourself.

(2) Now let us take the window. Your window should be the eye of your business, and you must see that it indicates clear vision, reflecting the personality behind it. Do not let it be vague and characterless, filled with a chaotic mass which is so painfully like the reflection of a mind full of chaotic thoughts, struggling to find clear and thoughtful expression, but failing most lamentably to do so. I am personally an avowed advocate of showing one, or at any rate a few lines. I would prefer to have one line in the window, changed every three days, rather than three lines in a window changed every nine days. The ordinary public has not the habit of absorbing more than one thing at a time. I would offer one exception to the rule, and that is, if you want to put a lot of stuff in the window, see that it is all of one kind. There is reason for it when a man fills the window entirely full of perfume, for instance—always provided that he does not put one kind of perfume in ten different parts of the window. Most of you pharmacists would say, "It is not worth while"; and I would ask you, "Why do you do it at Christmas"? Some of you will reply that at Christmas-time people go out to buy—that is why we do it! My reply is that at Christmas-time you might as well let it alone, because people will buy them in any case. It is during the other eleven months of the year, when people are not so anxious to buy, that you should make your windows attractive. Many of you put out advertisements in the local magazines and papers to impress your personality on the public in your neighbourhood, and I can well imagine some of you, not accustomed to the work, sitting down laboriously to write out an advertisement. Yet you know that with half the effort you could go out and dress your window. Present-day conditions give particular point to my argument. There is the outcry about Government or misgovernment extravagance. Taxes and charges of all kinds are increasing. The situation is bad, but out of evil good sometimes results. How often have you bewailed the fact that so many of your customers in recent years have drifted into the habit of running up to town to do their shopping, encouraged to do so by the rapid and cheap facilities offered for travelling? Do you suppose they will be quite so ready to do so now? You are coming into your own again with the local business, and if you rise to the situation you can turn the present difficulties to your own advantage. I see chemists with windows filled with advertised lines, and I am satisfied that they have done it to save themselves a little trouble, to gain perhaps 10s., or the thing has been done without thought at all. Now, if your window is worth a price to the man who wants you to sell something for him, it is worth just as much to you to sell something that you wish to sell, and, moreover, something that is going to bring you increasing and recurring business—permanent business.

(3) This brings me to my last point—personality in goods. Have you ever considered the effect produced by the goods themselves? Chemists have drifted into the easy way of selling highly advertised lines which everybody else is selling. The exclusive character of your

business is vanishing, and these easy sales which you like so much are not doing you any permanent good. I will go further, and say that they are doing you positive harm, for you are giving the public every encouragement to buy goods which they can obtain at all sorts of shops which have little or nothing to do with pharmacy. I cannot leave this subject without dwelling for a short time upon the subject of British goods as against foreign goods. You may get two similar lines put before you—one British, the other foreign. You select one, and pay for it. That appears to be all there is in it, but is it really so? Practically the whole of the money you have paid for the foreign article goes abroad. The aim of the good business man is to see that every penny of his capital is moving and working. To illustrate my meaning, let us consider the question of stock, and suppose for the moment that in the course of a year you sell 1,200*l.* worth of patents. Suppose, further, that you carry a three months' stock of patents, which means that you have at any time about 400*l.* worth in stock. Now, if you are able, by carefully regulating your buying, to do the same business on half the stock, it means that you free half your capital involved, which may be used for the further development of your business. Dead stock is locked-up capital, and it only gathers dust! Live pharmacists do not keep dead stock! To carry out this suggestion you do not require an elaborate card index. A very simple form of card, which you could keep in a cigar-box, would serve your purpose. I will refer again to your window in this connection. Have you ever asked yourselves whether the capital that you have put into your window is really "working-capital" or capital wasted through neglect of its unquestionable usefulness? Your idea is to sell; your best assistant in selling is your window, and yet it is obvious to anyone who makes a survey of chemists' windows that the value of this asset in the business is anything but appreciated, and the capital which has been laid out on it, and the rent paid for it, are absolutely wasted.

DISCUSSION.

The President opened the discussion. Referring to his earliest memories of Maw's, when he was an assistant in a country business, he said that the advent of Maw's traveller was an event of importance, for they had a special stock-room called "Maw's Room." Mr. Alfred Higgs, J.P., said he agreed with the dictum of Mr. Porter that articles in the window should be priced in these days, although in his early days it was considered very *infra dig.* for a chemist to price his goods in his window. Messrs. Bray, Morrell, Harrison, Goode, and others also spoke. Mr. Porter having replied, a vote of thanks was passed to him for his address. A collection was made in aid of the Pharmaceutical Society's Benevolent Fund.

Wolverhampton.—The Wolverhampton Chemists' Association held a meeting in conjunction with the local branch of the Ucal Federation on January 12. The President (Mr. C. M. Warner) presided over a well-attended meeting, which was addressed by Mr. Marfitt (Leicester) on *Window Dressing*. England, he said, is behind America, France, Belgium, and other countries in the art of window dressing. Windows rightly used are the best advertising medium, and chemists have the advantage over others as they have more variety. He then dealt with badly-dressed windows. The speaker exhibited photos of several of his own window-shows. The secretary afterwards reported that the sample of malt-and-oil supplied by the Joint Tuberculosis Committee had been analysed by Mr. Tickle (Exeter) and contained only 8 per cent. of cod-liver oil. Mr. Trotter (secretary to the Staffordshire Association) reported the interview the Sub-Committee had with the medical officer and Mr. Joy, the clerk of the Tuberculosis Committee, and it was agreed that Mr. Fowke (Staffordshire Pharmaceutical Committee secretary) be asked to interview Mr. Joy, and to say that it is for the Joint Committee to consider if they ought to give the patients the higher-grade malt and cod-liver oil. The President, secretary (Mr. J. H. Coleman), and Mr. Phillips expressed their deep regret at the passing away of Mr. E. Stanway.

Trade Report.

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling and the like. Qualities of chemicals, drugs, oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C. 4, Jan. 20.

BUSINESS in the produce markets remains without improvement, and there is a continued lack of interest, buying being quite retail, with few fluctuations. A considerable quantity of drugs was offered at auction, which met with a poor demand. The price alterations during the week include lower prices for glucose, cocoa butter, gum acacia, farina, senega, linseed oil, turpentine, and antimony. Isinglass was easier at auction. Menthol is steady, and refined camphor quiet. Opium and balsam tolu are easier. The improvement in the American and German rates of exchange is a feature of the week, though what the latter is based on is somewhat obscure. It has, however, had the effect of advancing German makers' prices of chemicals about 10 per cent.

Firm		Lower	
Amidonyrin	Mint oil (Jp.)	Acetic acid	Linseed oil
Formaldehyde	Theobromine,	Aloes, Cape	Mandarin oil
Hexamine	pure	Anise, star	Myrrh
		Antimony	Pettigrain oil
		Benzoil (Sum.)	(Parag.)
		B-tanaphthol	Potash bromide
		Bois de Rose	Potash chlorate
		(Femelle) oil	Potash sulpho-
		Calumba	guaiacolate
		Cardamoms	Saltcake
		Cascarilla (sifts.)	Sarsaparilla
		Cassia fistula	Senega
		Coca leaves	Soda, caustic
		(Amst. auction)	Soda
		Cocoa butter	hyposulphite
		Glucose	Soda sulphite
		Gum acacia	Turpentine
		Honey	Valerian
		Ipecacuanha	Wormseed oil
		Lead acetate	(Iord.)

Easier	
Aniline oil	Gamboge
Anise oil, star	Geranium oil
Arsenic	(Bourb.)
Bay oil	Glauber's salt
Benzaldehyde	Guaiaacum
Bleaching	"H" acid
powder	Lime oil (hand-
Cananga oil	pressed)
Caraway oil	Paraldehyde
Cinnamon-leaf	Pepper
oil (Cey.)	Sassafras oil
Citronella oil	Senna pods
(Cey.)	(Tinn.)
Farina (Jp.)	

Cablegrams.

AMSTERDAM, January 19.—A quiet tone prevailed at the auction of coca leaves. The equivalent of 2,530 kilos. alkaloid offered, of which only 257 kilos. sold. The average unit was 27.40 cents per half kilo., against 25.18c. at the December auction.

NEW YORK, January 18.—Business is fair. Formaldehyde has declined to 18c., hexamine is lower at \$1.15, and saccharin at \$1.50. Salicylic acid has been reduced to 30c. and soda salicylate to 35c. Hydrastis is cheaper at \$4.80 and mandrake at 16c. Jalap has declined to 38c. and balsam tolu to 50c. per lb. Mercury is higher at \$50 per flask and balsam Peru has advanced to \$1.70 per lb.

London Markets.

ACONITE.—For genuine *Napellus* 130s. per cwt. is asked on the spot.

AGAR-AGAR.—Japanese is quiet, with No. 1 Kobe strips offering at 2s. 4d. and No. 2 at 2s. 2d.

The exports from Japan during October 1920 were 39,596 kin, valued at 49,927 yen. During the ten months ended October 31 they were as follows:

	1918	1919	1920
Kin	2,526,043	1,315,154	853,081
Yen	2,827,858	1,757,665	1,320,155

ANISE, STAR, is cheaper than when last quoted, fair offering at 100s. per cwt. In the drug auction 10 cases had been sold privately.

ANTIMONY.—As suggested in our previous issue, the official price of English regulus has undergone a substantial reduction, now standing at 40l. to 42l., but for good quantities less is being taken. There has been a

further fall this week in Chinese refined, which has been sold on the spot at 25l., although shippers are asking 27l. 10s. per ton c.i.f. for shipment. China having still good stocks to clear, the market seems likely to yield more ground.

BUCHU continues extremely scarce on the spot. New crop should be coming forward during the next two or three months.

CAMPHOR (CRUDE) is quiet, Chinese offering at from 2s. 4½d. per lb. for rusty up to 2s. 9d. for good white on the spot. For January-March shipment sellers quote 3s. c.i.f.

CAMPHOR (REFINED) is quiet, with spot sellers of Japanese 2½-lb. slabs at 4s. 9d., and Chinese at 4s. 6d.

The exports from Japan during October 1920 amounted to 23,505 kin, valued at 84,518 yen. During the ten months ended October 31 they were as follows:

To	1918 Kin	1919 Kin	1920 Kin
British India	333,569	44,577	363,573
Great Britain	354,876	106,715	133,859
France	58,025	145,742	26,698
United States	500,447	1,367,854	249,150
Australia	94,720	2,026	22,405
Other Countries	184,590	63,938	144,906
Kin	1,526,227	1,730,852	940,591
Yen	3,145,336	6,103,888	4,746,374

CHAMOMILES.—New Belgian can be had at about 170s. per cwt., 1919 crop at 130s., and inferior old down to 90s. per cwt.

COCOA BUTTER is 1d. per lb. cheaper, with sellers of prime English at 1s. 9d. per lb. ex works.

EGG PRODUCTS remain dull. Chinese liquid hen-yolk at 80s. per cwt. for prime, and April-June shipment is quoted at 87s. 6d. to 90s. per cwt. c.i.f. Dried yolk is 6d. per lb. on the spot, sprayed whole egg 1s. 3d., and native dried whole is 7d. to 7½d. per lb. spot. Prime Chinese hen albumen is 3s. 8d. per lb. on the spot, and April-June shipment is 3s. 6d. per lb. c.i.f.

ERGOT remains quiet, Spanish on the spot offering at from 7s. 9d. to 8s. per lb.

FARINA is quiet and easier, with No. 1 Japanese offering at 27s. per cwt., and for January-March shipment at 21s. 6d. c.i.f. has been paid. Sellers of Dutch quote 23s.

GLUCOSE is cheaper, American water-white liquid offering at 40s. per cwt., duty paid, landed terms.

GUM ACACIA is cheaper, f.a.q. Sudan sorts offering at 60s. and cleaned at 62s. 6d. per cwt.

INSECT FLOWERS.—To arrive, the values of fairly good closed Dalmatian flowers are from 310s. to 320s. per cwt. c.i.f. terms.

LINSEED OIL.—There is a nervous feeling about the market again this week, while the price has dropped to new low records, and a good deal of talk is being heard in one direction or another in regard to the heavy losses that have been entailed in recent weeks consequent upon the troubles experienced at Hull some time back. Possibly the fresh rumours as to financial difficulties at this end are exaggerated, but the fact remains that the market is absolutely devoid of confidence either in linseed or the by-product. London spot closes at 32l. 10s. naked and Hull at 32l. 5s. per ton.

LIQUORICE ROOT.—Fair natural is offered at from 45s. to 50s. per cwt., according to quality, and decorticated at 100s.

LYCOPodium.—Sellers of treble-sifted quote 17s. 6d. per lb. on the spot.

MANNA.—For fairly good flake 4s. 9d. per lb. is quoted in bulk.

MENTHOL is steady, with spot sales of Kobayashi-Suzuki at 25s. 6d. per lb.

The exports from Japan during October 1920 amounted to 6,394 kin, valued at 71,871 yen. During the ten months ended October 31 they were as follows:

	1918	1919	1920
Kin	217,776	213,248	346,727
Yen	1,368,085	2,102,537	5,265,345

MERCURY.—There has been less doing, the demand, which was recently moderately active, having become

very dull again. The tone, however, is steady, with quotations ranging from 12l. 10s. to 12l. 15s. per bottle. The market in America, in spite of the small production, is still weak, second-hand offers having been made quite recently down to as low as \$38 to \$40 per flask. It is reported that domestic and also Mexican production has come almost to a standstill. Mining activity would now thus be chiefly confined to European mines. The American price is now well under the parity of this market. The arrivals of foreign mercury in the United States for some time past have been very small.

OPIMUM.—There is practically nothing doing at the moment, and prices are a shade easier, Turkey druggists' 12 per cent. offering at from 18s. to 18s. 6d. per lb., the price on c.i.f. terms being from 14s. to 14s. 3d. per lb.

SMYRNA. December 18.—The sales this week on our market amount to 24 cases of soft and druggists' manufacturing qualities at prices varying from 16s. to 17s. per lb. for soft and 15s. 6d. to 15s. per lb. for manufacturing descriptions. This decline is due to favourable exchange fluctuations, also to holders being more disposed to sell owing to the difficulty of raising money on their stocks. The arrivals to date are 851 cases, against 1,250 at same date last year, and our stock in first- and second-hands is now 833 cases. The exchange is to-day piastres 590 per pound sterling for cheque and \$0.62 for one Turkish paper pound (or piastres 100).

SMYRNA. December 31.—The sales this week amount to six cases, at from 14s. 6d. to 15s. per lb. for manufacturing qualities. The exchange is 560 piastres per pound sterling for cheque and \$0.62 for one Turkish pound of 100 piastres. The arrivals are 896 cases, against 1,325 at same date last year, and our stock is now 840 cases.

SENEGAL.—Spot can be had at 5s. 3d. per lb., which is easier; 23 bales have arrived.

SHELLAC.—The spot market has ruled quiet, with sellers of usual standard TN Orange quality at 350s. per cwt.; fine lemon is 500s., fine second Orange 400s., pure button 450s., and A.C. cakey 405s.

STRAMONIUM LEAVES.—Genuine are quoted at from 150s. to 160s. per cwt. as to colour. A considerable quantity of false is on the market.

TURPENTINE.—Several thousand barrels have again been added to the London stocks lately, which have now run into well over 44,000 barrels. Business has been very stagnant, dealers being determined to look on, due to poor trade conditions, while it is rather expected that prices will eventually have to be brought down in order to induce new buying. Excessive imports and unsettled conditions in the United States are decidedly against a revival of confidence. Speculators are keeping out of the market. Spot and to April delivery is lower at 85s.

VALERIAN is cheaper, sellers quoting 70s. per cwt. c.i.f. for Belgian, and a bid of slightly less would probably lead to business.

WAX, VEGETABLE.—*Japanese* is quiet, with spot sellers at 115s. per cwt. Fatty grey *Carnauba* is offered at 140s., and chalky at 135s.

The exports from Japan during October 1920 amounted to 77,823 kin, valued at 31,015 yen. During the ten months ended October 31 they were as follows:

	1918	1919	1920
Kin	7,592,553	1,211,069	597,188
Yen	2,572,814	517,716	294,563

Seeds and Spices.

CANARY SEED.—Good Morocco is steady at 125s., but inferior qualities are lower at 80s. to 90s. per quarter.

CARAWAY SEED is slow of sale at 35s. to 36s. per cwt. for fair Dutch and at 24s. for North African.

CHILLIES are quiet, with Mombasa offering at 120s. per cwt. Spot sales of Bombay *Capsicums* have been made at 40s.

CLOVES are quiet, with Zanzibar offering at from 1s. to 1s. 2d. per lb., and January-March shipment at 9½d. c.i.f.

CORIANDR SEED is unchanged at 17s. 6d. per cwt. for sound Morocco and 12s. to 13s. for wormy.

CUMIN SEED sells steadily at 22s. 6d. per cwt. for ordinary Morocco.

FENNEL SEED is still quoted at 37s. 6d. per cwt. for fair quality.

FENUGREEK SEED is quiet at 10s. to 10s. 6d. per cwt. for ordinary to good quality.

PEPPER has met more inquiry at irregular prices, sales including fair *Black* Singapore at 4½d. per lb. and buyers. To arrive, January-March shipment has been sold at 4½d. c.i.f. Fair *Tellicherry* is quoted on the spot at 5d., *Lampung* at 5d., and *Alleppey* at 4½d. *White* Muntok is 9d. spot. For shipment the sales include January-March and February-April at 9d. to 8½d. c.i.f. *White* Singapore has sellers at 8½d. To arrive, February-April shipment is quoted at 8½d. c.i.f.

PIMENTO is quiet, with spot sellers at 3½d. per lb.

Essential Oils.

THE absence of demand continues, and, with the exception of further declines in value, there is little to report, although Japanese mint oil has become slightly firmer. Star anise oil is again easier, and mandarin oil is lower to come forward; Paraguayan petitgrain and bois de rose oils are cheaper. Sicilian oils generally are weak, and stocks in first hands do not appear to be important. For the present the position of lemon oil seems dominated by re-sale lots. Bourbon geranium and Ceylon citronella oils show a further slight decline, and other articles which have weakened are bay, cananga, caraway, Ceylon cinnamon-leaf, lime, and saffras oils.

ANISE (STAR) is the turn easier, with spot sellers at 2s. 10d. per lb., and to arrive at 2s. 8d. c.i.f.

BAY.—West Indian is slightly easier on account of the improvement in the American exchange rate, at, from 22s. 6d. to 25s. per lb. on the spot.

BERGAMOT is weak on the spot, holders quoting from 28s. to 31s. 6d. for 37-38 l.a. Odd parcels can be obtained at slightly less. For forward delivery 26s. 6d. to 28s. 6d. is still about the price.

BOIS DE ROSE (FEMELLE).—This article has shown a decline of about 60 fr. per kilo. during the past few weeks, and forward offers have been made down to 20s. per lb. c.i.f. Spot quotations are made at from 30s. upwards.

CAJUPUT has been in small demand at 3s. 4½d. to 3s. 6d. per lb. according to seller.

CAMPHOR.—A good demand has been reported for Japanese essential white at 180s. per cwt. in cases and 185s. in drums.

The exports from Japan during October 1920 were 7,068 kin, valued at 2,687 yen. During the ten months ended October 31 they were as follows:

	1918	1919	1920
Kin	1,101,958	992,610	2,032,052
Yen	219,953	297,018	766,089

CANANGA is dull and easier; spot quotations have been made at from 20s. to 21s. per lb.

CARAWAY.—Crude oil is weak at 8s. 3d. per lb. for spot and 9s. for rectified.

CASSIA.—For 80-85 per cent. c.a. 5s. 9d. is quoted; 75-80 is offered at 5s. 7d., and 70-75 at 5s. 5d. on spot.

CEDARWOOD.—For good white to straw-coloured 4s. 1d. to 4s. 3d. spot has been paid.

CITRONELLA.—Ceylon is quiet and weaker on the spot at from 1s. 6d. to 1s. 8d. per lb., according to seller.

CLOVE.—The English distillers quote from 10s. to 10s. 6d. per lb., as to seller, for actual spot delivery, and for forward delivery business could be done at 8s. 6d.

FENNEL.—Sweet is obtainable at 8s. 3d. per lb. spot, and bitter at 4s. 3d.

GERANIUM.—Bourbon is dull and easier, quotations having been made at from 33s. to 35s. per lb. for spot. To come forward the price is lower at 28s. c.i.f.

LEMON.—Until the cheaper sellers have cleared their stocks it is difficult to estimate present values. There does not appear to be much spot inquiry for oil quoted above 4s. per lb., although some holders are not inclined to give way at considerably above this figure. To come forward the average quotation is about 4s. 3d. c.i.f.

LEMONGRASS is dull, and spot is nominal at 6½d. to 6¾d. per oz., according to seller.

LIME.—West Indian hand-pressed is lower on spot at from 16s. to 18s. per lb., and distilled is unchanged at 4s. The *Songster* has brought 117 packages lime oil from the West Indies.

MANDARIN to come forward is lower at from 25s. to 30s. per lb. c.i.f.

MINT.—Last week the market closed with buyers of Japanese dementholised (Kobayashi-Suzuki) at 5s. per lb., and this price has been paid, with up to 5s. 3d. quoted. To arrive the sales include January-March steamer shipment at 5s. c.i.f.

The exports from Japan during October 1920 were 6,261 kin, valued at 22,208 yen. During the ten months ended October 31 they were as follows:

	1918	1919	1920
Kin	150,537	361,433	277,642
Yen	345,319	1,107,814	1,697,088

ORANGE.—Sweet Sicilian is nominal on spot at 15s. 6d. to 18s. 6d. per lb. Forward quotations have been made around 16s. There is not much inquiry for bitter on the spot, and c.i.f. terms are about 15s. 6d.

PETITGRAIN.—Paraguayan is lower on the spot, with holders quoting 18s. 6d. to 21s. per lb.

SASSAFRAS is quoted easier at 10s. 9d. to 11s. per lb.

VALERIAN is quoted at 20s. per lb. for spot.

WORMSEED is quiet at from 37s. 6d. to 40s. per lb. Forward prices are lower at 32s. 6d. c.i.f.

Pharmaceutical Chemicals.

WITH the market continuing quiet and stocks of considerable size on their hands, holders are still prone to undercut the market. Values in a number of products are again lower and the tone generally is unsteady. Foreign competition with goods of doubtful quality is also having a deterrent effect on the market. Owing to the appreciation in the German rate of exchange some of the German makers' prices of pharmaceutical chemicals have advanced about 10 per cent. Amidopyrin has firmed up since last week. Potassium bromide has been sold at lower prices, and phenolphthalein is easier.

ACETANILIDE remains steady at last week's reduced price of 2s. 3d. per lb. on a quiet market.

AMIDOPYRIN has firmed up considerably and is now being quoted by dealers at 25s. per lb.; some business is being done.

AMMONIUM BENZOATE continues quiet, with values about at the same at 6s. 6d. per lb.

AMMONIUM BROMIDE is quiet and weak; prices are inclined to ease off slightly and now offering round about 1s. 2d. per lb.

ASPIRIN.—The fact that the stocks of one of the British makers, who is relinquishing manufacture, have been pressing for sale on the market lately, accounts for the recent depression. These stocks are gradually being absorbed, and with the improvement in the German rate of exchange there has been a better demand, and the principal sellers are now quoting 3s. 3d. to 3s. 6d. as to quantity.

BARBITONE has steadied up since last week and remains quoted at from 17s. 6d. per lb. upwards.

BENZALDEHYDE is weak, and prices are easing off to 4s. 9d. per lb.

BENZONAPHTHOL is steady, with a fair business at 10s. to 11s. per lb.

BORIC ACID is only moving very slowly, with values steady at 74s. and 76s. per cwt. for crystals and powder, commercial quality.

CAFFEINE continues to be offered by makers at 33s. per lb. on a dull market, some lots offering below this figure.

CALCIUM LACTATE remains unchanged on a quiet market at about 3s. 3d. per lb.

CHLORAL HYDRATE is the same as last week, with the market still quiet, at 5s. 6d. per lb.

CITRIC ACID is about 2s. 6d. per lb. The market is well stocked and many holders are offering at below this figure, and Continental material is also cheaper than the makers' price.

CREAM OF TARTAR.—B.P. foreign powder is offered in one quarter on the spot at 155s. per cwt., less 2½ per cent., but this is an isolated quotation, and from 165s. upwards more represents the general market.

CREOSOTE.—B.P. seems steadier and is now quoted at about 5s. 6d. per lb.; the market is far from brisk.

CREOSOTE CARBONATE remains quoted on a quiet market at 20s. per lb.

GUAIACOL CARBONATE is steadier at about last week's figure of 19s. per lb., with the market quiet.

HEXAMINE has now firmed up, and current quotations show an average of 7s. 6d. per lb., with a fair amount of business passing.

HYDROQUINONE is steady and remains quoted at 7s. per lb.; market quiet.

METHYL SALICYLATE is weak and unsteady at about 3s. per lb.

METHYL SULPHONAL remains steadier at last week's figures of 25s. per lb., but the demand is not good.

PARAFORMALDEHYDE remains quiet, with offers round about 4s. 9d. per lb., but there is not much business passing.

PARALDEHYDE remains quoted by makers at 3s., with importers offering at slightly reduced figures; there is not much demand.

PHENACETIN is offering at 10s. per lb. on a weak market.

PHENAZONE continues quoted on a quiet market at 10s. per lb.

POTASSIUM BROMIDE was in inquiry early in the week, and business to arrive has been done down to 8d. per lb. c.i.f. in quantities, but since the appreciation in the German rate of exchange the price is now firmer, and 10d. c.i.f. is regarded as the lowest for granular or crystals to arrive. Spot value for small lots is about 11d. per lb.

POTASSIUM PERMANGANATE.—B.P. is 2s. 6d. to 3s. per lb.; the market is very unsteady, with only moderate business transacted. Continental material is offering at very low figures; good stocks available.

POTASSIUM SULPHOGUAIACOLATE has fallen during the week, and is now quoted on a quiet market at about 12s. per lb.; the demand is small.

RESORCIN continues to be in small demand only, and is quoted at about 10s. upwards on a weak market.

SALICYLATES remain as last week, English makers quoting B.P. salicylic acid at from 1s. 8d. to 2s. per lb. as to quantity, with second-hands offering at slightly less. Sodium salicylate is quoted at from 2s. 4d. to 2s. 6d., with the usual premium for crystals.

SALOL is quiet, with prices steady at about 4s. 3d. to 4s. 6d. per lb.

SILVER NITRATE.—The price for crystals on January 19 was based on a metal price of 39½d. per oz. as follows: In packets of 25 oz., 2s. 6d. per oz.; 50 oz., 2s. 5½d.; 100 oz., 2s. 5d.; 250 oz., 2s. 4½d.; 500 oz., 2s. 4d.

SODIUM BENZOATE at 2s. 3d. to 2s. 4d. per lb. has eased off during the week on a quiet market.

SODIUM BROMIDE is not in demand and remains freely offered, with prices easy at 1s. 1d. and 1s. 2d. per lb.

SODIUM DIETHYLBARBITURIC remains unchanged at 25s. per lb. with but small inquiry.

STRYCHNINE SALTS.—The alkaloid, nitrate, and hydrochloride are offered at 7s. 6d. per oz., to come forward in ten to fourteen days.

SULPHONAL continues quiet at about 23s. per lb.

TANNIC ACID.—*Levis* is quiet and easy at about 5s. 6d. per lb.

TERPIN HYDRATE is inclined to ease off a little at 5s. 3d., to 5s. 6d. per lb. on a quiet market.

THEOBROMINE.—The pure alkaloid of Dutch make in one instance has advanced 2s. per lb. to 26s.

THYMOL is unsteady, quotations varying from 35s. up to 40s. per lb.; there is not much demand.

VANILLIN remains unwanted on the market, and is easy at about 50s. per lb.

Heavy Chemicals.

London, January 19.

THERE is very little of material importance to record in the change of the market in industrial chemicals. Business continues to be still far from satisfactory, and consumers do not seem to be attracted by the very low figures at which products are now offering. The makers of soda products have reduced their prices to meet

foreign competition, which of late has been exceedingly keen. Formaldehyde, though only small business is being done, seems to have steadied somewhat. Acetic acid seems to be unwanted on a well-stocked market, consequently prices are weak and easing off.

ACETIC ACID is again offering at a lower figure, and the market continues both quiet and weak at 70*l.* per ton for glacial 100 per cent.; pure 80 per cent. is about 62*l.* and technical 80 per cent. at about 60*l.* Good stocks are available.

ACETONE remains nominally at 100*l.* to 105*l.* per ton for British Government specification, but is not being asked for.

ALUM remains quiet, with prices maintained with difficulty at about 19*l.* per ton.

ARSENIC.—There is very little doing, and although offers are not being pressed the market is nominal at around 60*l.* per ton delivered London or Liverpool. There is no Grecian on offer so far, but small lots of Japanese have come in.

BARYTES is in little demand and prices remain quoted at last week's figures of 6*l.* 5*s.* up to 10*l.* 10*s.* per ton according to quality.

BLEACHING POWDER is weak and prices are inclined to ease off at about 22*l.* 10*s.* per ton. There is very little inquiry, makers quoting about 19*l.* per ton for home trade only.

BORAX.—Makers offer for home trade only at 38*l.* per ton for crystals and 39*l.* for powdered; spot parcels are easy and declined to 39*l.* for crystals and 40*l.* for powdered.

COPPER SULPHATE.—Merchants here and there have been getting a few small inquiries for export, but these hardly lead to business. In sympathy with the recent slump in copper the tendency continues easy, and the terms quoted are wide at between 38*l.* and 40*l.* per ton f.o.b. Liverpool, while orders can probably be arranged at the lower figure.

EPSOM SALT is not in much demand, but remains fairly steady at about 8*l.* per ton for commercial quality in bags.

FORMALDEHYDE appears steadier after a number of falls and remains quoted at from 130*l.* to 135*l.* per ton. There is a small demand only.

GLAUBER'S SALT has eased off slightly to about 7*l.* 10*s.* per ton, and the market is weak owing to Continental competition; there is not much demand.

LEAD ACETATE is weak, and values have dropped again since last report to 59*l.* for brown broken and 61*l.* for white crystals; demand is very small.

LEAD PRODUCTS.—The revised quotations given in our previous issue for either white-lead or lead oxides still hold good, although the material reduction made has so far had but little stimulating effect on the demand. Further concessions may possibly be made this week while raw material is again lower. The recovery in our export trade in white-lead is likely to be very slow. As a matter of fact, this country in the last twelve months has been importing this product heavily on balance, which was precisely the reverse of what usually took place in pre-war times. A good deal of the present unsatisfactory state of affairs may be attributed to the vagaries relating to the rates of exchange.

LIME ACETATE is unsteady; current quotations show 80 per cent. grey material at about 25*l.* per ton and 92 per cent. at 34*l.*; there is very little inquiry.

LITHARGE remains nominally at about 41*l.* per ton; there is no business doing.

LITHOPONE is being inquired for fairly well and quoted at about 33*l.* for 30 per cent. red seal and 40*l.* per ton for green seal.

OXALIC ACID is in better demand, with good stocks offering at about 1*s.* 3*d.* and 1*s.* 4*d.* per lb.; values are easy.

POTASSIUM BICHROMATE is in little demand, with prices ranging from 1*s.* 2*d.* to 1*s.* 3*d.* per lb.; makers' price is 1*s.* 3*d.* per lb.

POTASSIUM CARBONATE is offered by makers at 60*l.* per ton; spot parcels are offering but not moving at about 64*l.*

POTASSIUM CHLORATE is again reduced by makers to 6½*d.* per lb., spot parcels offering at 6½*d.* to 7*d.*, but the demand is very small.

POTASSIUM PERMANGANATE.—Spot parcels of commercial are offering freely at anything from 2*s.* upwards, much of it being foreign material. Makers' price maintained at 2*s.* 6*d.* per lb. There is not much movement.

POTASSIUM PRUSSIAN.—Makers quote 2*s.* 3*d.* for red and 1*s.* 5*d.* for yellow. Spot lots are offering at about 2*s.* 9*d.* and 1*s.* 4*d.*, but there is no business.

SALTCAKE is now offering at the reduced figure of about 12*l.* 15*s.* per ton in bulk f.o.b., and a fair amount of business has been done. Makers' price for home trade only is 10*l.* per ton.

SODA ASH (58 per cent. light alkali) is quoted by makers at 8*l.* 10*s.* per ton for home trade only; spot parcels are offering on a quiet market at about 10*l.* per ton. Some business has been transacted.

SODA CRYSTALS are quoted by makers at 7*l.* per ton, carriage paid, for home trade, spot lots offering at about 8*l.* The demand is but small.

SODIUM BICARBONATE remains quoted by makers at 9*l.* per ton for home trade only; spot parcels are offering at about 11*l.* for refined material in bags. Demand is poor.

SODIUM BICHROMATE is quoted by makers at 10½*d.* per lb. for home trade only; spot lots are offering at about 9*d.*, and American material offering c.i.f. prompt as low as 8*d.* per lb. There is quite a good inquiry.

SODIUM CAUSTIC 70 to 72 per cent. is quoted by makers at 24*l.* 10*s.* per ton for home trade only; spot parcels are offering at the reduced figure of about 25*l.* per ton f.o.b. for export. A little business doing.

SODIUM CYANIDE is very quiet, and is nominally being offered by makers and dealers at 1*s.* per lb. per 100 per cent. basis.

SODIUM HYPOSULPHITE has fallen during the week, and is now offering at 28*l.* for pea crystals packed in kegs and 22*l.* for commercial quality material in bags. Makers' price is 21*l.* for commercial for home trade only. Demand for pea crystals has fallen off.

SODIUM NITRATE (REFINED) 96 per cent. f.o.b. Liverpool is about 23*l.* per ton. There is very little inquiry.

SODIUM NITRITE is offered by makers at about 55*l.* per ton for 100 per cent. material. There is practically no business and the price is nominal.

SODIUM PRUSSIAN is quoted by makers at 10½*d.* per lb.; spot parcels are unsteady and offering from 1*s.* per lb. upwards, with little movement.

SODIUM SULPHIDE is quoted by makers at 33*l.* per ton for concentrated 60 to 65 per cent. in casks; spot parcels are offering at from 33*l.* upwards for 60 to 62 per cent. solid material. Spot prices have eased off and the demand is small.

SODIUM SULPHITE has again fallen on a very quiet market to 37*l.* and 38*l.* per ton.

TIN CRYSTALS are quiet and steady at makers' reduced price of 1*s.* 8*d.* per lb.

London Drug-auctions.

Commercial Sale Rooms,
Mincing Lane, E.C. 3, January 20.

ALTHOUGH a considerable quantity of goods offered to-day, the sales were got through expeditiously, as there were very few orders to be placed, and the event proved somewhat of a fiasco. Prices generally favoured buyers, without any sensational changes with the exception of a drop of 4*s.* per lb. in East Indian ipecacuanha. Cape aloes were neglected; fine Sumatra benzoin was cheaper than the previous auction. Balsam tolu and cassia fistula were easier. Cardamoms continue without demand, and a few bags of calumba were disposed of cheaply. Dragon's blood was flat, and slightly easier prices would be accepted for Siam gamboge. There was no demand for honey, although the limits had been reduced considerably. Little sound Matto Grosso ipecacuanha sold, but the undertone continues easy. Kola, myrrh, and senna were quite neglected. Grey Jamaica sarsaparilla was 3*d.* to 4*d.* per lb. easier on a retail demand, and native Jamaica

3d. cheaper. Beeswax failed to sell. The following table shows the quantity of goods offered and sold, the asterisk denoting private sales:

Offered Sold			Offered Sold		
Agar-agar	...	7	0	Honey—	
Alkanet root	...	7	0	Sau Domingo	...
Almonds (sweet)	...	30	0	St. Lucia	...
Aloes—			West Indian		
Cape	...	(cs.) 163	0	Ichthyol	...
"	...	(tins) 100	0	Ipecacuanha—	
"	...	(brls.) 8	0	Cartagena	...
Curacao	...	(pkgs.) 10	0	East Indian	...
East India	...	(pkgs.) 18	1	Matto Grosso	...
Ambergris	...	(oz.) 120	1	Minas	...
Ammoniacum	...	9	0	Jalap	...
Anise (Span.)	...	25	0	Juniper berr.	...
Anise, star	...	(cs.) 9	10*	Kamala	...
Annatto-seed	...	97	17*	Kola	...
Argol	...	13	0	Laurel-leaves	...
Argemone	...	24	0	Lavender flowers	...
Arnica flow.	...	20	0	Lemon-peel	...
Asafetida	...	19	0	Lime-juice	...
Balsam Peru	...	6	0	Liquorice chips (bg.)	...
Balsam tolu	...	48	0	Liquorice juice (cs.)	...
Basil oil, sweet	...	(cs.) 3	0	Liquorice root	...
Bay berry-bark	...	5	0	"	...
Benzoin—				Manna	...
Palembang	...	93	0	Marshmallow	...
Siam	...	42	0	Mastic	...
Sumatra	...	260	47	Matico	...
Black-haw-bark	...	10	0	Mint, rubbed	...
Cajuput oil	...	(crate) 1	1	Musk-seed	...
Calamus root	...	7	0	Myrrh	...
Calumba	...	983	20	Olibanum	...
Campbor (Ch. cr.)	...	25	0	Olive oil, Lucca	...
Campbor flowers	...	5	0	Orange peel	...
Campbor (Jp. ref.)	...	17	0	Orris	...
Cannab. ind. (B'way tops)	...	4	0	Otto of rose (coppers)	...
Cardamoms	...	1358	3	Papain	...
Cascarilla	...	10	2	Patchouli leaves	...
Cassia fistula	...	166	13	" oil	...
Chamomiles	...	65	0	Peppermint oil	...
Chiretta	...	142	0	Pine kernels	...
Cinchona	...	38	0	Pistachio nuts	...
" (Huanaco)	...	32	0	Poppies (crushed)	...
" (Java)	...	17	0	Quinine sulph.	...
" (Loxa)	...	32	0	Quilla bark	...
Cinnamon bark (bgs.)	...	647	0	Rhubarb (Ch.)	...
Cinnamon-leaf oil	...	25	0	Rosemary leaves	...
Coca-leaves	...	251	0	Rosewater	...
Colchicum corn.	...	5	0	Saccharin	...
" seed	...	7	0	Sage	...
Colonyth	...	4	0	" leaves	...
Condurango	...	1	0	Sandarac	...
Copaiba	...	17	0	Sarsaparilla—	
Croton-seed	...	102	0	Grey Jamaica	...
Cubeba	...	69	0	Honduras	...
Cumin-seed	...	50	0	Lima	...
Outleash-bone	...	215	0	Mexican	...
Damia leaves	...	5	0	Native Jam.	...
Digitalis leaves	...	106	0	Sassafras bark	...
Dill seed	...	48	0	Scammony root	...
Dragon's-blood	...	61	1*	Scopolia root	...
Elder flowers and tops	...	38	0	Senna and pods—	
Elecampane	...	6	0	Alex.	...
Elemi	...	(cs.) 298	0	Tinnevely	...
Ergot	...	17	0	Simaruba	...
Eucalyptus oil	...	64	0	Squills	...
Eucalyptol	...	(tins) 124	0	Stavesacre	...
Euphorbium gum	...	10	0	Stramonium	...
Euphorbia pil.	...	70	0	Strophanthus	...
Fennel-seed	...	13	0	Tamarinds—	
Frangula-bark	...	57	0	East Indian	...
Galangal	...	10	0	Thync	...
Galls (Pers.)	...	24	1	Tonka beans	...
Gamboge	...	31	0	Tragacanth	...
Guaiacum	...	39	1	Turneric	...
Guaiac wood oil	...	(cs.) 2	0	Turtle, dried	...
Guarana	...	1	0	Valerian	...
Gum acacia	...	17	0	Wax (bees)—	
Gurjun oil	...	(drms.) 50	0	Abyssinian	...
Hamamelis	...	(bls.) 9	0	Algerian	...
Hembaue (Egy.)	...	115	0	Beniguelia	...
Henna	...	65	0	Chilian	...
Honey—				East African (various)	...
African	...	22	0	East Indian	...
Argentine	...	20	0	Madagascar	...
Brazilian	...	42	0	Mozambique	...
Californian	...	270	0	Zanzibar	...
Chilian	...	199	0	Wax, Various	...
Cuban	...	19	0	Wild-cherry bark	...
Hawaian	...	3	0	Witch-hazel bark	...
Honolulu	...	49	0	Witch-hazel leaves	...
Jamaica	...	643	10	Wormseed	...
Japanese	...	38	0	Yellow berries	...
New Zealand	...	235	0		
Porto Rico	...	36	0		

* Sold privately.

ALOES.—In the absence of business it is difficult to say what would buy good Cape firsts, but it is quite probable 65s. per cwt. would be taken. A single keg of good hard East Indian, part ullaged, sold at 9l. per cwt.

AMBERGRIS.—Thirteen packages, weighing 130½ oz., offered, and 7 oz. sold at 5s. per oz.

ANNATTO SEED.—A lot of 100 bags good bright East Indian was bought in at 3d. per lb.; 17 bags had been sold privately.

BALSAM TOLU.—Several parcels of fair were held for 2s. 9d. per lb.

BENZONIN was easier. Twenty cases of fine almond Sumatra firsts offered, and four sold at 12l. 17s. 6d., being 2s. 6d. to 12s. 6d. per cwt. easier than the previous auction. A lot of 34 cases good fair Sumatra seconds sold at from 9l. 5s. to 9l. 15s., and country cut at 6l. per cwt. Four cases middling Sumatra seconds sold at 7l. per cwt. Four cases of good fair almondy seconds sold at 9l. 15s. per cwt.

CAJUPUT OIL.—A single crate of 19 bottles of 22 oz. each, sold at 2s. 10d. per lb., being cheap. Privately 3s. 6d. is quoted.

CALUMBA.—Privately fair sorts have been selling at 25s. per cwt., but demand is small. In auction 983 packages offered and 20 sold at 22s. per cwt. for fair natural sorts.

CAMPBOR FLOWERS.—Five casks of good white sold without reserve at 4s. per lb.

CARDAMOMS were quite neglected, and the small business done was at slightly below valuations, including bold palish badly clipped Ceylon-Mysore at 2s. 9d. per lb.; three cases small to medium greenish Aleppy sold at 1s. 9d. Good Bombay seed was obtainable at 2s. per lb., and small sales of greyish were made at 1s. 9d.

CASCARILLA.—Two barrels of siftings sold at 1s. 8d. per lb., being cheaper.

CHIRETTA.—Several parcels were offered at 10d. per lb. for fair.

CINCHONA.—A lot of 32 bales, mostly fair Huanuco quill, was bought in at 1s. 10d. per lb.; 30 bales and two serons Loxa were also bought in, comprising ordinary coarse-to-fair ordinary and small thin broken, no price being mentioned.

CROTON SEED.—A lot of 19 bags fair bright Ceylon was bought in at 55s. per cwt.

DRAGON'S BLOOD.—A single case of good bright seedy lump had been sold privately, and for a further three cases 16l. per cwt. was wanted, a bid of 14l. being refused for part. Dull seedy lump was held at 10l. 10s. Good reboiled was limited at 29l. per cwt., and it transpired from the catalogue that the sale of a case at this figure reported at the previous auction was inaccurate. Nine cases of *Reeds* were held at 16l. per cwt. For four cases common Zanzibar drop a bid of 25s. per cwt. is to be submitted.

EUCALYPTUS OIL.—In the drug-auctions 104 cases 65 to 66 per cent. were offered at 2s. 9d., and 81 per cent. at 3s. per lb.

GALLS.—A single bag of Persian green sold at 60s. cwt. GAMBOGE is easier, good Siam pipe, slightly blocky, offering at 36l. per cwt.

GUAIACUM.—A single case of fair glassy block sold at 4s. 6d. per lb.; good glassy was held at 5s. 3d.

HONEY.—Although the importers' limits had been reduced from 10s. to 25s. per cwt. since the last public sale, there was no response from buyers, and practically all the offerings were bought in. Ten barrels darkish amber set Jamaica had been sold privately; prices of Jamaica ranged from 40s. to 70s. per cwt. for inferior to fair amber set. Cuban in casks, from 42s. 6d. to 65s. for fermenting to pale set. Chilian, from 40s. to 65s. for amber to pale set (which showed a reduction of fully 25s.). New Zealand, 50s. to 75s. for palish lemon to straw set, which was 25s. down. Californian was 20s. lower, and for a parcel catalogued without reserve no bid was made. Of Japanese, 38 barrels light biscuit set were taken out at 40s. Of Brazilian, 42 cases mixed pale & amber, partly out of condition, were taken out at 50s., and, of Argentine, 20 barrels straw to dark-brown setting were retired at 35s.

IPECACUANHA was cheaper, six bales grease- and water-damaged Matto Grosso selling at 9s. per lb. A single bale of Matto Grosso was disposed of at 10s. per lb. for fair. A string of 38 bags Minas, all more or less mouldy, was held at 8s. 6d. per lb. Of East Indian

31 bales offered ex previous auction, and one only sold at 6s. per lb. for fair. This consignment, at the previous sale, was held for 10s.

LAVENDER FLOWERS.—Three bags sold at 17s. 6d. per cwt. for dusty Spanish.

MYRRH was lower, two cases of very dark and blocky sorts selling at 10l. per cwt., subject to sellers' approval.

ORANGE PEEL.—Four cases of dullish so-called Maltese strip sold at 8d. per lb.

PATCHOULI LEAVES.—A single bale of fair from Penang, all that offered, was limited at 50s. per cwt.

QUILLATA.—A lot of 52 bales, very rough bark, had been sold privately at about 50s. per cwt.

RHUBARB.—A single case of good small Shensi three-quarters pinky fracture sold at 8s. 4d., and a single case of medium to bold round horny High Dried sold at 2s. 1d. per lb. Fine medium round Shensi, with three-quarters good pinky fracture, was held at 9s. 6d., medium round ditto, mostly fair pinky fracture, at 7s. 6d., and round and flat pickings at 5s. Rough round horny High Dried, half pinky and half grey; and dark fracture, was obtainable at 3s. 9d.

ROSEMARY.—Three bags leaves sold at 15s. per cwt. for fair.

SARSAPARILLA.—Grey Jamaica was 3d. to 4d. per lb. cheaper, six bales of good sound selling at 2s. 8d. per lb. A considerable quantity of native Jamaica offered, and 11 bales, sea and grease damaged, part mouldy, sold at 1s. 1d. per lb; fair to good red was bought in at from 1s. 9d. to 2s. Good rolled-Honduras was obtainable at 3s., being lower.

SENNA met with practically no demand, only three bales small greenish Tinnevely realising 4d. per lb. Eight bales of sound Tinnevely pods sold at 3½d. per lb. for dark and 3d. to 3¼d. per lb. for slightly sea-damaged, being easier. Good, bold, fair greenish leaf was limited at 1s., medium and bold yellowish at 9d., fair, small, greenish at 5½d. to 6d., and small, inferior, mixed 3½d. to 4d. per lb.

THYME.—Three bags of leaves sold at 22s. 6d. per cwt., being cheap.

WAX, BEES.—Seven bags Algerian block sold without reserve at 4l. per cwt. No Jamaica offered.

Bark and Quinine in 1920.

MR. W. BREDT (S. L. Flores) has issued his annual report on the cinchona and quinine market during 1920, in the course of which he states that: "During the past year the monopoly of Java and the associated Dutch interests has remained unassailed. In February last the formation was announced of the Colombia Alkaloid Co., who proposed to extract crude quinine locally in the cinchona districts of the Republic of Colombia; the crude product to be subsequently refined at a factory at Houston, Texas. There has been no further news of the undertaking. It will be remembered that the richest Colombian barks contain about 2½ per cent. quinine sulphate. Nothing further has transpired concerning Japanese plans in connection with cinchona and quinine in the Amazon regions. The Hoshi Seiyaku quinine factory in Japan was destroyed by fire after exporting about 500,000 oz. during the first six months of the year. Rebuilding is stated to be in progress, and, according to report, annual bark supplies, amounting to about 10 per cent. of the Java production (equal to quite 2,000,000 oz. of quinine) are assured to the Japanese works by contracts extending into 1922. A Japanese concern is said to be engaged in the erection of a quinine factory in Java, and it appears that Mr. P. van Leersum's visit to Europe last year was in connection with this scheme; death overtook him at Amsterdam on August 4, and another very distinguished quinologist is thus lost to the industry. Details respecting the new Japanese undertaking are lacking. Bark shipments from India, South America, and Africa do not point to materially increased supplies. The quinine shortage in India during the last year of war obliged the Government not only to purchase large quantities of the drug in Java, but also to increase its own output from immature trees. It may be regarded as certain that the Government is not neglecting schemes for an extension of bark cultivation in India. Ceylon has collected and shipped several parcels of bark, an effort doubtless due to (unrealised) hopes of a continuance of better market conditions. Only six auctions were held in London during 1920, and very little bark sold. Private sales have been of limited extent. Importers are more than ever dependent on druggists' requirements, which,

in this country, are moderate at the best of times, while the state of the exchanges has prevented foreign buyers from operating. Quinine manufacturers naturally confine themselves to the acquisition of lots which are, from their point of view, 'bargains.' At the December auctions of pharmaceutical barks in Holland not a single package of the 1,511 packages brought forward was sold. America also has ample stocks of pharmaceutical barks. With little prospect of a speedy recovery of the general purchasing power druggists' barks, in this country at least, will not improbably experience a sagging tendency. Calisaya quills of good appearance are nominally quoted at 1s. 6d. to 2s., East Indian barks at 1s. 3d. to 1s. 9d., Java quills at 2s. 3d., and African at 1s. 9d. per lb. About 1,000 bales Calisaya barks, unsold, are stored in Liverpool. The London quinine market has been entirely unsensational. War requirements and war measures have reduced the stock from a ten years' pre-war average of 3,500,000 oz. to about one-tenth of that figure. Quinine, in present conditions, has little attraction for the speculator, and the exhaustion of the second-hand stock will complete the absorption of this trade by the British Quinine Corporation, which receives very liberal supplies on its contract with the Dutch Combine. Export restrictions on quinine were removed by the Government in May. In second-hands the article, under a languishing demand, declined from 5s. 3d. in January to 3s. 8d. per oz. in December. The official price was, in February, raised from 3s. 10d. to 4s. 1d. per oz., and has remained at that figure since. The first-hand price in other countries has from time to time been adjusted to the English level; American makers, e.g., have descended from 90 cents to 70 cents per oz. The German quinine manufacturers now receive a moderate quota of Java bark, and are, of course, bound by all the rules of the Combine, which are also voluntarily observed by the American and French factories. The ring, therefore, has no competitors, with the possible exception of Japan."

German Pharmaceutical Industry.

It was mentioned at the meeting of the J. D. Riedel A.-G., of Berlin, on November 10 (when it was decided to increase the share capital from seven to twelve million marks), that the community of interests which had existed between the company and four firms in the pharmaceutical industry had been terminated. In preparation for this event the directors of the company several months ago entered into negotiations with other friendly firms which, although not belonging to the pharmaceutical branch, desired to take up the manufacture of such products, and the arrangements had now led to a satisfactory conclusion.

Arrivals of Drugs and Chemicals.

London

(January 12 to 17).

Chemical products, etc.: (Fr.) 100 bgs., (Germ.) 30 pkgs. 29 cs. 113 drms., (N.Y.) 11 pkgs. Acetic acid (Holl.), 406 botts. 25 cs. Argol (Port.), 524 bgs. Barium sulph. (Holl.), 64 cks. Barytes, (Col.) 55 brls., (Sp.) 800 bgs. 304 brls., (Belg.) 500 bgs. Betanaphthol (Belg.), 29 cks. Boric acid (Fr.), 500 bgs. Bromide potash (Hamb.), 53 cs. Calc. citrate (S. Amer.), 30 cks. Coumarin (Germ.), 3 cs. Potash alum (Germ.), 26 brls. Potash, caustic (Germ.), 32 drms. Potash chlorate (Sp.), 250 brls. Potash permang. (Hamb.), 20 cks. Quinine (Holl.), 10 cs. Silver nitrate (Hamb.), 5 pkgs. Soda crystals (Holl.), 118 brls. Soda hyposulphate (Germ.), 20 cks. Tartar (Fr.), 90 bgs. Zinc oxide (Hamb.), 25 cks. Drugs, crude, etc.: herbs, leaves, (Fr.) 93 brls., (Germ.) 106 bgs. Aloe (E.I.), 25 kgs. Chaulmoogra oil (Cal.), 50 cs. Cinchona, (Calicut) 4 brls., (Cey.) 32 brls. Cod-liver oil (Holl.), 50 cs. Eucalyptus (Aust.), 161 pkgs. Gentian (Fr.), 14 brls. Honey (W.I.), 172 cs. Insect powder (Jp.), 40 cs.

Kola (W.I.), 25 bgs.

Lime juice (W.I.), 307 cks.

533 pkgs.

Liquorice juice (Antw.), 15 cs.

Mint oil (Jp.), 165 cs.

Nux vomica (E.I.), 2,120 pkgs.

742 cs. 667 bgs.

Olibanum (E.I.), 26 cs.

Orange peel (Fr.), 30 cks.

Sassafras (St. John), 10 bgs.

Senega (St. John), 22 brls.

Senna (E.I.), 35 brls.

Thymol (E.I.), 13 cs.

Turmeric E.I.), 5 brls. 50 bgs.

Vanilla (Fr.), 43 cs.

Liverpool

(January 12 to 17).

Chemical products, etc.: Arsenic (Melb.), 208 cks. Bismuth ore (Ch.), 369 bgs. Bromine (Germ.), 32 cs. Drugs, crude, etc.: Cod-liver oil (Berg.), 20 brls. Tuba root (S'pore) 79 brls.

Hull

(January 11 to 16).

Barytes (Germ.), 116 cks.: Betanaphthol, (Antw.) 14 brls., (Holl.) 28 cks.; soda chlorate (Norw.), 80 cs.; zinc oxide (Antw.), 24 brls.

Manchester

(January 12 to 15).

Acetic acid (Holl.), 21 cks.; alum, chromo (Germ.), 8 cks.; alum sulph. (Germ.), 15 cks.; iron perchlor. (Hamb.), 12 cks.; pot. chlorate (Hamb.), 20 cks.; potash nit. (Hamb.), 10 bgs.

Correspondence

Letters for this section should be written on one side of the paper only. The writer may adopt an assumed name for purposes of publication, but he must in all cases furnish his real name and address to the Editor.

British Pharmaceutical Conference.

SIR,—In reference to the clashing of the dates of the British Pharmaceutical Conference and the Chemists' Exhibition my Committee wish me to explain that they did everything in their power to prevent this, but found it unavoidable. No seaside hotel on the East Coast will take a conference during their busy months (July, August, September). They found one conference had booked the last week in June, so that the week beginning June 20 was the only one left. The Committee trust that members will visit the Exhibition at the beginning of the week, and they will be pleased to welcome them at Scarborough afterwards.—Yours faithfully,

E. R. CROSS,

Scarborough.

Hon. Sec. Local Committee.

The Benevolent Fund.

SIR,—May I trespass upon your space to call the attention of chemists in North London to the formation of a Ladies' Sewing Guild for the purpose of the sale of work in aid of the Pharmaceutical Benevolent Fund? Lady Glyn-Jones is to be President of the Guild. We have made a good start, and we hope to make 100% for the fund from our work alone, but in order to do this we must have workers. Any lady who is willing to help should write to Mrs. J. Downing, 7 Archway Road, Highgate, N. 6, and anyone who would like to contribute funds for buying material on which to work should send their cheques to me.

(MRS.) L. SKINNER.

16 Priory Gardens, Highgate, N. 6.

Dangerous Regulations.

SIR,—The new draft regulations under the Dangerous Drugs Act will, if passed, entail on the retail pharmacist the burden of further unlimited (and unpaid for) book-keeping and form-filling, to say nothing of the restriction on sale of those proprietary and other remedies which may remain just over the minimum quantity of morphine, etc. The Secretary of State, in his reply to the Society's observations, points out that the prescription is one of the most important provisions for checking the abuse of the drugs; that, then, about the doctor who does his own dispensing personally and supplies his patients with medicine at surgery? Is he to write out a prescription, send it to himself, dispense it, enter it in a prescription-book, and so on in one of the four books required under the regulations? The wording of these measures is always difficult to interpret, but this is what it appears to imply, and, if so, it may safely be said that it will rarely be complied with. By the way, has there ever been any reply to the Council's letter drawing attention to the conditions of the supply of morphine and opium as instanced in the Greenwood case? If we are to read the signs correctly, it seems to be Government policy (and that of the Ministry of Health especially) to squeeze pharmacists out of existence. "Prayer II," in this week's *C. & D.*, draws attention to the rumour that the Ministry intends to absorb the old functions of the Society. If it does so, there will be little left for the present holders of its qualification. Shall we possibly live to see the Society defunct?

Yours faithfully,

DEFUNTO (19/9).

SIR,—Your interesting Editorial article (*C. & D.*, January 15, p. 64) clearly shows what bureaucratic control would like to do, and overstep the mark so as to make an Act a cause of friction and irritation. Discussing the other day with a chemist who is now in the wholesale, he said that he did not know of ten retail

chemists who bought 100% worth a year of drugs that are included in the Dangerous Drugs Act, and if the ordinary retail chemist went carefully through his drug invoices he would not find 1 per cent. of the articles were for drugs mentioned in the Dangerous Drugs Act. I looked through my invoices and was surprised at the small amount of these drugs that I had bought, and am quite sure that it would be better for me not to stock them. I ask chemists to look up their drug invoices and see what they have bought of these drugs (say in one year); and, if so, do they still consider it a paying proposition? By leaving things to Bloomsbury Square (and no Association votes against the Square) a few will have comfortable jobs—the rest "glory," "worry," and "no pay." Chemists, fight for yourselves, and think carefully. Will you stock these drugs?

Yours truly,

IS IT WORTH WHILE (19/1).

Profits on Outlay.

SIR,—Your correspondents, Mr. J. H. Hart and Mr. Chas. Hamus (*C. & D.*, January 15, p. 78), call attention to a subject of the greatest importance to the retail drug-trade. Where goods are sold in very small quantities we cannot get the true selling-cost, either by dividing the expenses by the number of customers or working on a percentage basis. Where no dispensing is done, serving customers at the counter has to pay the whole expenses of the establishment. By dividing the total expenses by the hours actually at the counter you get the cost per hour—the proprietor should allow himself a salary as manager. For small sales the time required, added to the cost of labels, corks, and paper, would give the true selling-cost, and no article should be sold in a quantity so small as to show a loss on that basis. An establishment where the cost of selling a seidlitz powder is more than one penny would be in a district where higher prices would be obtainable, and they would be more likely to be sold in dozens than singly. Sales to the value of sixpence and upwards might be calculated on the usual percentage basis.

Yours truly,

OWEN-VARRA (18/1).

The Chemist's Dress.

SIR,—The letter of an "Irish Apothecary" (*C. & D.*, January 15, p. 78) is very interesting, and with the principle of it I think we shall most of us agree in the main, but there is one point of which we must not lose sight—namely, that "clothes do not make the man." Let us remember that "Pigmies on mountain-tops are pigmies still, and saints in valleys are saints," or, as I once heard a famous preacher say, "It is not what you have nor what you have on, but what you are, that matters." By all means let the pharmacist of to-day hold up his head, as the conscientious conduct of his vocation entitles him to do, but the poise of it will be more natural and correct if, like the village blacksmith, his face, metaphorically speaking, can be *vis-à-vis* to the whole world, rather than by brand-new clothes, even if they come through the hands of the King's cutter. In my apprenticeship days I well remember two pharmacists in a large Northern town; both were highly respected citizens, and both were well endowed with what are generally called the good things of this world; but one, who was tall, wore a high silk hat and white apron behind his counter, while the other was short and wore paper collars, fronts, and cuffs; yet, after a lapse of forty-three years, I can now vividly see the genial smile on his honest face. These two men dressed as clean, honest workers, but I am confident that both of them would have resented the edict that they were dressed as gentlemen, as that vague term is now frequently interpreted.

Yours faithfully,

Brondesbury, N.W. 6.

SEPTIMUS WALGATE.

Prices on Post-cards.

SIR,—There has been much written re unprofitable lines. Just a word of complaint re profitable lines. We all have our regular sales of these, and it is most objectionable to receive postcards with big imprints of "50 per cent. profit," "100 per cent. profit," "125 per cent. profit." To-day the limit, headed "Reduced Price for Aspirin," quotes 25's at 3s. 9d. a dozen. My price since

the Central Profiteering Committee's report is, and has been, 10d.; consequently to the mind of the postman (who, by the way, happens to be an aspirin-taker) I am an out-and-out profiteer. It's no use saying that postal servants haven't time to read postcards. They have, especially where they gossip most—country districts. Besides, things like that have a habit of being delivered, say, next door by mistake. After this I'll pitch all such offers into the w.p.b. and consider them afterwards. Regarding unprofitable proprietaries we read much every week or so; yet you wouldn't think there were any, to see the window-shows in Suffolk towns at present. I do without their extra 2½ per cent. or 5 per cent., and pack my stock out of sight.

Yours faithfully,

SUFFOLK (15/1).

Women Assistants' Pay.

SIR,—“Reasonable” confirms my contention that, qualifications and so on being equal, a male assistant should be paid a higher rate of wage than a female one. When one possesses superior qualities, one expects to benefit by the employment of them, at any rate until such time as we are all bound by hard-and-fast trade-union rules, under which the experts are rated with the “duds,” and the fit paid equally with the unfit. But even union rates in many trades are lower for women than for men. With regard to the young men who live in luxury at home with indulgent parents, I should imagine that they are very hard to find in the retail drug-trade. Personally, I had to fend for myself from the day I left my apprenticeship, and to find my own fees for tuition and examination as well. If a census could be taken on the subject the ladies would be found to be in the majority of “home birds.”

Yours faithfully,

IR-RAGEL (17/1).

SIR,—Your contributor “Ir-ragel” (*C. & D.*, January 8, p. 75) puts the whole case very neatly, and no woman can logically make any reply. But the great facts will remain: (1) There is work in the drug-trade which women can do well; (2) and which men will not do as well—such as packing drugs, selling toilet goods, and doing insurance dispensing; (3) lastly, the fact that it was the wrong policy of the men's big unions that demanded equal pay for women. Not because they desired to do the women a good turn! Oh dear no! Merely because they had good reason to fear that some of their own easier jobs could be as well done by women, and that masters of factories would continue women (at lower wages than men) after the war. That wrong policy has cost the nation at last 2,000 million pounds of War Loan, and is causing unemployment to-day, because the policy of men only in works means too high a price for the articles being manufactured. If the big unions had left women labour to be paid for on its merits our War Loan would have been less, taxes lower, and we should never have had the “fur-coat ramp” which communicated itself to the ornamental women, even now being supported (not employed) by the various ministries like Food and Munitions, where the wage paid was out of all reason, and had no relation to the work done. I warned the drug-trade about the risk of taking women labour and neglecting to recognise it and properly teach it through the Pharmaceutical Society, and *THE CHEMIST AND DRUGGIST* printed, on September 21, 1918, the chapter headings of a book on the subject of teaching both men and women, which is now ready for the printers whenever the women labour in the printing trade is paid by results, enabling a book to be printed at a price at which masters will buy. As usual, the trade refused to listen to any warning—the Pharmaceutical Society had its hands full of “new by-laws,” “examination-fee ramp,” “Local Associations Executive,” and other stunts—and everybody was too intent on getting the cash for face-powders, creams, and perfumes to bother about teaching anybody anything. Now the two years have gone! Men's wages went up so high that masters had to stick to the women, who are less use on a falling market and gradually diminishing returns, and now that men's wages seem likely to come down to reason the majority of them are almost as

inexperienced as women; in fact, some of them have forgotten the real drug-trade, and, as everybody knows that the examination is founded on tricks and traps for the unwary, and the curriculum has little or no connection with the real drug-trade, masters have been glad to continue women as being actually often more experienced than many newly qualified men. When money was plentiful women could sell anything, but they are not good at explanations or haggling over prices, as “X-rayser” says. The whole thing comes to this, that if women are to be employed in our trade (1) they must be recognised by the Pharmaceutical Society and special examinations provided for them. (2) Women must be paid on their merits, not on a mere scale of age or equal work with men, which they rarely attain, being mostly birds of passage, though often highly valuable. (3) Wholesalers must send goods in cases like “Glaxo,” which women's strength can tackle, instead of 4-cwt. casks and hampers like a seaside cottage. (4) Retailers must order their salts in ½-cwt. boxes, glycerin in ¼- or ½-cwt. tins, distilled water in one-gallon jars, syphons in cases of six, and high shelves either done away with (like drapers) or reached by safe steps, and to contain only such light goods as bandages, lints, wools, thermogenes (Southalls, Boots, and the American big stores have such in mezzanine balconies) if they wish to employ women. Where these precautions are not taken, or where wholesalers will not adopt the changes, then, as “Ir-ragel” says, the men are mere porters for the women, and I have put in ten years of it, and claim to know what a slavish job it is. I have no intention of arguing the matter, simply because, as the United States Ambassador at Constantinople in 1914 said about the men who caused the war, “I know and don't need to argue.” When the boys are all qualified and the great ramp of shaking three examination-fees out of poor old John Bull's pockets in place of one fee is over and done with, and we come to the real tussle which lies before our trade in hard times ahead—then—who knows?—we might get these women special examinations. But I doubt it.

Yours truly,

JAY MACK (18/1).

Benefits from Adverse Legislation.

SIR,—Paradoxical as it may appear, I incline to the belief that much good has accrued to pharmacy as a result of oppressive laws. The good effect is particularly noticeable in the spirit of unity and progress which characterises the present generation of chemists and druggists. From petty jealousies and bickerings among themselves, chemists have, from circumstances, been forced to consolidate, in order to meet many common enemies. The National Health Insurance remuneration has, by dint of perseverance, been brought at least out of the fearful pit and miry clay of pauperism, and ways and means devised to yield some return to panel chemists. Nor are signs wanting that better conditions await us. The Venereal Disease Act has not brought much benefit to chemists, but it has eliminated a section of objectionable trade, too common in certain districts, this elimination reflecting to the credit of our calling. The Shops Act has heralded a new era of life for the chemist and his employees, despite the fact that its introduction was received with gloomy foreboding by the counter-bound “impossibles.” The benefits of this legislation need no enlarging. They are writ large on the countenance and physique of the modern athletic pharmacist. Next in order of merit comes the Profiteering Act, avowedly a wicked and harassing piece of muddle-headed legislation, but I am dealing only with resultant benefits, and “where are they?” someone asks. They are to be found in practically every chemist's business to-day. How many chemists before the introduction of this Act ever entered into the ethics of business or explored the fascinating study of costing systems, overhead charges, depreciation of stock and fittings, profit ratios, percentages, and dispensing fees? Very few, while to-day there are thousands. So that the resultant benefit of this iniquitous Act has been to create the “business” spirit so long wanting in

the majority of pharmacies. A further benefit resulting is the "Retail Price List." Do we chemists value at its true worth this undoubted money-saver, and have we shown due appreciation of the business men in our ranks who compile these lists in a time of ever-fluctuating costs? Let us give them our whole-hearted support, for these lists are essential to a successful business.

Faithfully yours,

SCOTUS (12/1).

Panel Patients' Cards.

SIR,—An article in the daily Press states that the printing and distribution of the new panel record cards has cost 57,000*l.*, and in addition to this initial outlay there must also be added the further expense of inspection, collection of cards when filled, and tabulation of details, which will probably be considerably greater than the primary expenditure. It is curious to note how there is always plenty of money to spend on these elaborate schemes, mostly of doubtful utility, and which generally lead to no practical results. Whether it is the issuing of new cards or the appointment of thirty or more medical supervisors at 1,000*l.* a year each, the multiplication of new officials for clerical work, etc., so long as the scheme originates from the Ministry itself there is no suggestion of economy or want of funds. But if the chemists dare to apply for an increase on the admittedly inadequate scale of the Insurance tariff the reply is that the money is not there to meet it. In the recent report of the Local Associations Executive Committee it was mentioned that, though asked for a prompt reply to the inquiry as to the rate for 1921, at the time of meeting no answer had been received, which shows how much notice the Ministry takes of pharmacists as a body, and, on the other hand, how little influence pharmacists are able to use to back up their legitimate demands. Will the new Union do any better for us? If organised as at present, I doubt it.

Yours faithfully,

NON SPERO (15/1).

The Pharmacodynamics of Quinine.

SIR,—May I invite the attention of readers to some experiments which have been carried out in India by S. McCarrison and Cornwall on the effects of quinine in large doses? The experimenters believe that quinine is much more poisonous drug than is generally supposed, and that the massive dosage nowadays so generally employed cannot fail to depress the heart and respiratory systems, and to retard the development of that natural immunity on which the cure of malaria is dependent. They hold that the drug should only be exhibited when malarial parasites are in the stage of sporulation, and that it is not only useless, but poisonous, at other times. These results bear out the testimony of Dr. J. C. McWalter that millions of pounds have been wasted and thousands of lives lost by the ignorant and futile use of quinine by doctors in the tropical theatres of the Great War. I direct attention to the report in the hope that others may give their views on this subject, which is of such vital importance to your readers in hot countries.

Yours sincerely,

M.D., L.P.S.I. (3/1).

Benzol in Medicine.

SIR,—In the current issue of the *C. & D.*, Xrayser II. makes the statement that "benzol and oil of cedar are even used in medicine in this country." With regard to the former, benzol has been administered in capsules by one of the patients taking these for some weeks.

Westminster Hospital, Yours faithfully,

London, S.W.

ROBERT FOURACRE.

Moss from a Dead Man's Skull.

SIR,—You know that *Musculus Innatus Cranio Humano*, Moss from a Dead Man's Skull, was a favourite remedy of our forefathers for epilepsy and was probably as good, as useless, as anything else. But I want to know when it was last kept in stock by pharmacists. Dr. Caleb Colclough, a Dublin botanist, tells us that in 1727 he gathered it from skulls at the Custom House quay, whither

they had been brought in large butts from the battle-fields of Aughrim (1690). Near this spot Charles Lucas had a pharmacy about the same time.

Yours truly,

J. C. McWALTER.

Dublin.

Chemist-Opticians.

SIR,—Permit me through the columns of your paper to call the attention of those engaged as above to two features of political activity.

(1) That there is a committee formed who are discussing the setting up of an Opticians' Registration Board, and that chemist-opticians have no direct representation on it.

(2) That the Dental Bill in its present form is a dangerous precedent, and if it passes as such will be an ideal weapon for certain exclusive sight-testing practitioners to eliminate the chemist-optician.

Yours faithfully,

HENRY J. MORGAN.

Somersham.

Legal Queries.

J. G. C. (18/1).—See reply to "F. W. C."

C. V. B. (17/1).—There is no reciprocity of pharmaceutical qualifications between Ireland and Great Britain.

C. B. B. (11/1).—It was decided in the Mercer case (*C. & D.*, II., 1909, 668) that the place-name "Pharmacy" can be used by any person, whether registered as a chemist or not.

W. H. (12/1) asks what stamp duty is payable upon promissory notes for 300*l.* and 700*l.* respectively. [The stamp duty upon a promissory note for 300*l.* is 3*s.*, and on one for 700*l.* it is 7*s.*]

J. S. (14/1).—The Regulations under the Dangerous Drugs Act will not be in force until Parliament has sanctioned them. Until then the present pharmacy laws are what you have to carry out.

F. W. C. (18/1).—The Cocaine and Opium Regulation, under the Defence of the Realm Act, was published in the *C. & D. Diary*, 1920, with other information regarding the sale of poisons. The amended schedule of the Poisons and Pharmacy Act was published in the *C. & D.*, January 1. Until the Regulations under the Dangerous Drugs Act have received the sanction of Parliament it will not be possible to publish a revised list of poisons which come within the terms of those Regulations.

Brighton (16/1).—(1) A registered chemist cannot carry on a branch business unless it is in charge of a qualified person whose certificate of qualification is displayed in the pharmacy. (2) As the goods you propose to sell are all part of the stock of a chemist's shop your former employer will be justified in enforcing the very reasonable agreement you made with him not to start in business within three miles. (3) A registered chemist is entitled to benefit by the exemption in favour of "known, admitted, and approved" remedies wherever he sells them.

Vexatus (5/11) is the manager of a shop on behalf of a private limited company, of which he is a director, and in which he holds one share. There is no agreement between him and the company, and he asks what period of notice he must give in order to terminate his engagement as manager. ["Vexatus" must give a "reasonable" length of notice terminating his engagement, and, in the event of legal proceedings ensuing, it would be for the court to decide what period of notice is, in the circumstances, reasonable. "Vexatus" must certainly give at least a month's notice, and, having regard to the fact that his position is apparently one of responsibility, it is possible that any notice of less duration than three months, or even longer, would be held to be insufficient, with the result that he might be ordered to pay damages.]

Miscellaneous Inquiries.

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

E. W. (5/1).—**EUCALYPTUS COUGH MIXTURE.**—The following is the formula to which you refer:

Ol. anisi	...	...	℥x.
Ol. eucalypti	...	...	℥xv.
Ol. menth. pip.	...	...	℥v.
Sp. vini (90-per-cent.)	...	...	3j.
Ac. sulph. dil.	...	...	5ij.
Oxy. scillæ	...	...	3iv.
Sacch. ust.	...	...	℥s.
Syrup. ad	...	...	3xx.

Dose: 5j. to 5ij.

T. C. K. (6/1).—**COPYING PAD.**—The following is a good formula for the gelatin copying graph:

Gelatin	3 oz.
Water	4 oz.

Soak for twelve hours, then add—

Glycerin	2 oz.
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Heat in a water-bath until dissolved, and pour into a flat tray.

Some prefer to incorporate whiting or barium sulphate with the glycerin, as the opaque surface makes it easier to see the impression. The ink employed is made as follows:

Methyl violet aniline	...	...	5ij.
Spirit	...	...	5ij.
Water	...	...	5vj.

Mix.

W. G. (4/1).—**WORM DRENCH FOR HORSES.**—The following is suitable to follow the worm powders referred to in the *C. & D.*, January 1, p. 88:

Ol. tereb.	...	...	3ij.
Sp. æther. nit.	...	...	3ij.
Ol. lini	...	...	0j.

Mix.

Give as one dose. The horse should have been prepared by feeding him with soft food for two days previously.

J. E. F. (268/23).—Apply to the Chartered Society of Massage and Medical Gymnastics, 157 Great Portland Street, London, W., for a syllabus of the course of instruction for their examinations.

E. R. (11/1).—**CALCIUM BI-SULPHITE SOLUTION** is the liquid preservative employed by butchers. For use it is diluted with two or three volumes of water and then sponged or painted on the meat.

J. V. A. (12/1).—**BOOKS ON ESSENCE MIXING.**—Walter's "Manual for the Essence Industry" (Chapman & Hall, 18s. 6d.). "Pharmaceutical Formulas" (*C. & D.* Office, 15s.) has a chapter on the subject.

E. J. B. (12/1).—Particulars regarding the method of claiming the rebate of spirit duty on medicinal preparations was explained in the *C. & D.*, December 27, 1919, where tables were given of the equivalent in proof spirit of various strengths of spirit. Since then the amount of rebate has been increased, and it is now 2l. 19s. 3d. per proof gallon.

B. (14/1).—**AGRI-HORTICULTURAL FORMULAS.**—The most complete collection of these formulas is that contained in the *C. & D. Diary*, 1910. There are also many recipes for tree-washes and insecticides in "Pharmaceutical Formulas."

G. A. F. (14/1).—**GRANULAR EFFERVESCENT PREPARATIONS.**—The loss of the effervescent property in the granular citrate is due, we think, to excess of Epsom salts, which in the process of manufacture yields too much of its water of crystallisation, and thus promotes the reaction between the sodium bicarbonate and the vegetable acids. The citric acid would yield sufficient moisture for the purpose of granulation; if not, ordinary Epsom salts could replace part of the exsiccated salt (roughly twice the strength).

W. S. (5/1).—Allen's "Vaccine Therapy" (Lewis, 9s. and Hewlett's "Serum and Vaccine Therapy" (8s. 6d.) are standard works on the subject.

R. J. A. (18/1).—**PRINTING INK.**—The following is an outline of one of the processes for making printing ink. Linseed oil is heated in a pot over a brisk fire in a similar way to that described for gum-running in "Pharmaceutical Formulas." The smoky vapour given off is fired and the oil allowed to burn until, on testing occasionally, it can be drawn into threads between the finger and thumb. The pot is arranged with a lid so that the flame can be extinguished at will. Assuming that 3 gals. of oil was taken, 12 lb. of resin is at this stage gradually stirred in, and then 3½ lb. of brown soap in thin slices, finally heating up the mixture. The varnish thus produced is next ground, while warm, with 10 oz. of Prussian blue or indigo 8 lb. of mineral lampblack, and 7 lb. of vegetable black.

E. J. (18/1).—(1) **HAIR-WASH:**

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Glycerin	Oss.
Tincture of cantharides,	
Tincture of quillaia	...	aa	3viij.
Quinine sulphate	5j.
Rose water,	...	...
Orange-flower water, of each	...	...
a sufficiency to make	...	...	Cj.

Mix.

(2) **LIQUID HAIR SHAMPOO.**—See *C. & D.*, I, 1920, pp. 142 and 1486.

C. C. (15/1).—**PRESCRIPTION CHARGES.**—The pricing according to the London Simplified System, of your prescriptions is as follows:

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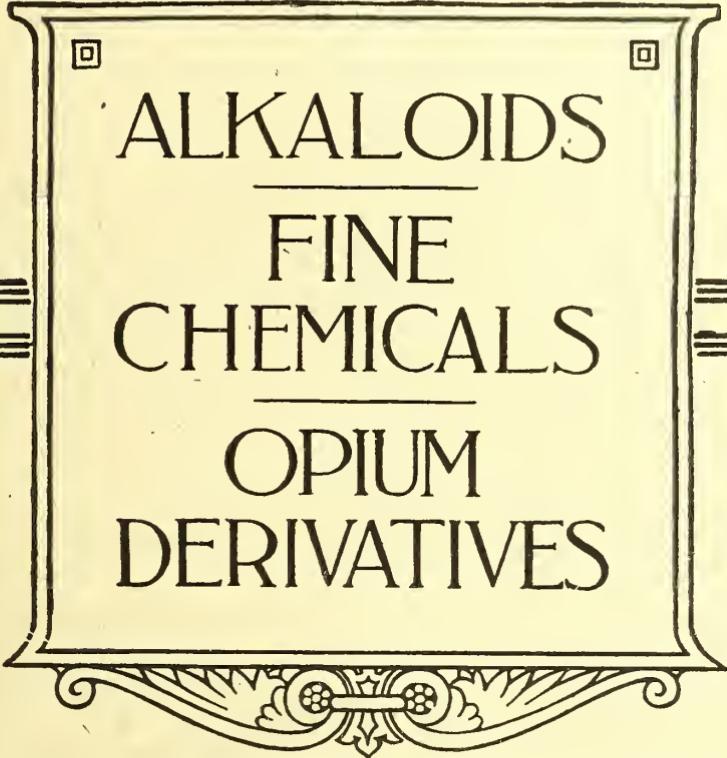
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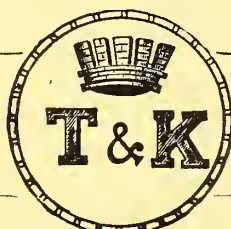
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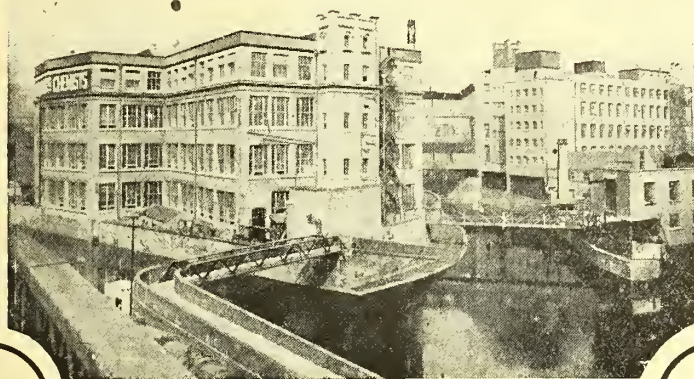
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Ext. Cascara Sag. Liq., B.P., 1 cwt. @ 2/9 lb. 10 lbs. @ 2/10 lb. [at 1/9 lb.

Ext. Ergot. Liq. P.B., 5 lbs. @ 18/- lb.; 1 lb. @ 25/- lb.

Iodoform Pulv. B.P., 7 lbs. @ 24/6 lb.; 1 lb. @ 25/- lb.

Iodum. Resub. B.P., 7 lbs. @ 20/6 lb.; 1 lb. @ 21/- lb. Camph. P.B., 40 lbs. @ 3/5 lb.; 9 lbs. @ 3/6 lb.

Liq. Ammonii Acetatis Conc. 1-7, 6 lbs. @ 1/8 lb.; 1 lb. @ 2/3 lb.

Mag. Ca. C. Lewis, 1 lb. @ 2/9 lb. Mag. Ca. C. Lewis, 7 lbs. @ 15 lb.

Mag. Carb. Lewis, 1 cwt. @ 82/-; 7 lbs. @ 11d lb. **O**l. Eucalypt., P.B., 1 cwt. @ 3 1 lb. @ 1 lb. @ 3/3 lb. 9 lbs. @ 3/7 lb.

Oxymel Scillæ, B.P., 1 cwt. @ 90/- cwt.; 7 lbs. @ 1/1 lb. 7 lb. @ 4/4 lb.

Potass. Acetas. Gran. P.B., 28 lbs. @ 4/1 lb.; Potass. Bicarb. Pulv., 7 lbs. @ 1/7 lb.

Potass. Brom. P.B., 1 cwt. @ 1/1 lb.; 28 lbs. @ 1/3 lb.; 7 lbs. @ 1/5 lb.

Sod. Brom., 7 lbs. @ 1/7 lb.; 1 lb. @ 1/9 lb. **S**odii Salicyl. Pulv., 2 lbs. @ 3/- lb.

Syr. Scillæ, P.B., 7 lbs. @ 1/2 lb. **S**ennæ, P.B., 7 lbs. @ 1/1 lb. **T**olut, P.B., 7 lbs. @ 1/4 lb.

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Per	1000	-	-	-	-	5/-	"

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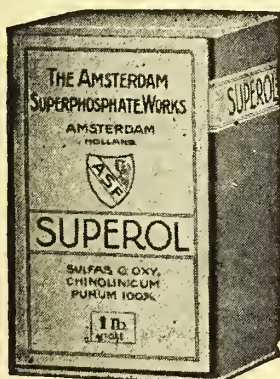
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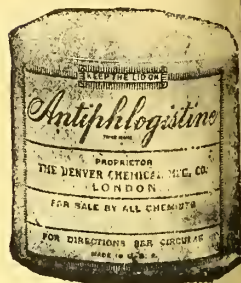
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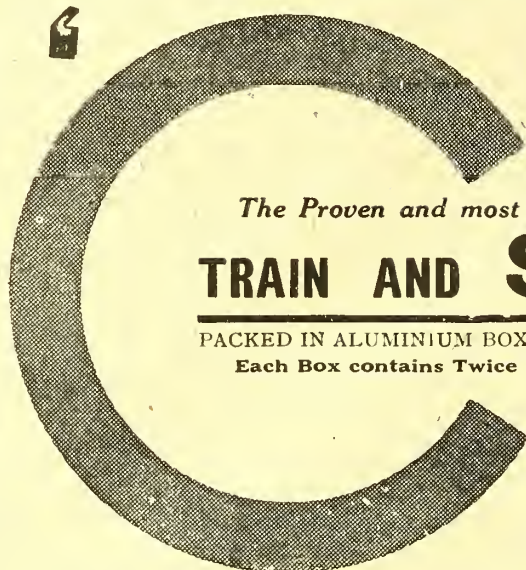
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January 22, 1921.

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Manufacturers	£6 : 6 : 0
Wholesalers	10 : 10 : 0
Retailers	0 : 7 : 6

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price, it will meet any competition.

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Petroleum Jellies, White Bases, &c.

Samples and prices on application.

"OLEUM DEELINÆ," a certain cure for Eczema.

Phone: 186 Bootle.

Wires: "Cestrian Liverpool."

**TECHNICAL AND MEDICINAL
WHITE OILS.**

PETROLEUM JELLIES.

PARAFFIN WAXES.

NEUTRAL OILS.

Debloomed and Undebloomed.

PALE & RED LUBRICATING OILS.

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REPRESENTATIVE,

THE JAMES B. BERRY'S SONS CO. Inc.

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CORRUGATED PAPER

ROLLS, SHEETS, BOXES
(collapsible)

Cartons, "Cut Pieces," Strong Outers,
for every description of Packing.

Keenest Prices.

Quick Delivery.

Inquiries Welcomed.

The Guildhall Corrugated Paper Co.

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PREMIER CASTOR OIL

IN BARRELS

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IN DRUMS

PREMIER OIL EXTRACTING MILLS Ltd.
STONEFERRY,
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Also Manufacturers of

OILS

RAPE
SOYA
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MEALS

Liquid Paraffin

B.P. 1914

"STERNS" B.P. Grade is guaranteed to be the finest quality of Liquid Paraffin produced. It has the patronage of the largest wholesalers, the recommendation of the Medical profession, and is used in the principal Hospitals in preference to all other kinds.

STERNS LTD.

AD. 80, ROYAL LONDON HOUSE,
FINSBURY SQUARE, E.C. 2.



PATENT.

One Squeeze

and the Dye Bath
is ready for use.

"RALTY" HOME DYES are clean and fool-proof. The dye powder is enclosed in a filter cloth inside a glass tube, and ejected *in solution* by pressing the rubber bulb. Can be used again and again.

Strong advertising supports "RALTY" sales. Don't miss possible profits.

Send for Samples & Advertising matter to

ECROYD & CO.

"Ralty" Works,
FARNWORTH, BOLTON.

Send also for samples of "Ralty" Washing Blue—in tubes.

HOME DYES

For all Fabrics.

Packed ready for use in all
FASHIONABLE SHADES

Dyeing COTTON, WOOL, SILK,
or UNIONS, in one simple process.

"FAIRY DYES" British Manufacture.

Sold by Chemists throughout the British Isles, Colonies, and all foreign Countries.

Wholesale terms quoted to Merchants and Shippers for any market.

"FAIRY DYES, Ltd."

Registered Office:

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Telegrams: "FAIRYLAND GLASGOW."

ADEPS LANÆ
B.P.**"ULTRAVI" Brand.**
The Latest & Best.

— Inquiries Invited. —

THE
C.V.O. Chemical Works,
LIMITED,
Petersham Road,
RICHMOND (SURREY).

PAINTING MATERIALS

The advertisement below is appearing in the chief National Newspapers, and 200,000 copies have already been distributed. If you sell Painting Materials send your trade card for a free copy to-day and learn how profitable these lines are to handle.

**Post 1/3 Free**

More than ever, owing to the scarcity and high cost of labour people are decorating their home then elves, and require practical assistance and advice on work and materials. Our 144 page book

Full Instructions
on Painting, Paper-hanging, Staining, Gilding, Varnishing, Enamelling, Stencilling, Sign writing, White-washing, Dyeing, Polishing, Paint & Colour Mixing, etc. How to make licks, Stains, Dyes, Colours, Polishes, and scores of Priceless Recipes.

HINTS FOR HOME DECORATORS

is packed with valuable tips, hints and advice on home decoration and SAVES POUNDS in decorator's bills.

Send for your copy to-day. Money back if not satisfied.

TEXALO MFG. CO.
(Dept.), South Shore
Blackpool.

There is a great increase in the number of retailers stocking Painting Materials, and your opportunity to do good business is now. Write for a free copy to-day.

TEXALO MANUFACTURING CO.
Paint and Varnish Manufacturers, (2)
SOUTH SHORE - BLACKPOOL, LANCs.

ADEPS LANÆ, P.B.

THE FINEST BRITISH LANOLINE PRODUCED

IS MANUFACTURED BY

THE PHARMACEUTICAL LANOLINE CO.

Carnwath Road, Fulham, London, S.W.

WHO INVITE INQUIRIES.

METHYLATED SPIRIT**OILS AND CHEMICALS***Buy from one of the oldest houses in the trade.**Write for Prices.**Established 1794.***SAMUEL THORNLEY, Ltd., Birmingham.**

EUCALYPTUS OIL

B.P. 70/80 %

OLIVE OILS

All Descriptions.

LIQUORICE

Block and Sticks.

CASTILE SOAP

White and Mottled.

COD LIVER OIL

Medicinal and Cattle.

WE ARE NOW MAKING SPECIAL OFFERS OF ABOVE.
: : WRITE TO US FOR SAMPLES AND PRICES : :

STRICTLY WHOLESALE.

F. CHIESMAN & CO.,

59 ST. MARY AXE, LONDON, E.C. 3.

Telephones :

AVENUE { ⁶³
(2 lines)
₆₉₉₄

AND AT

LIVERPOOL, GLASGOW, BRISTOL, ETC.

Telegraphic Address :

"PALUSTRIS, LED, LONDON."

Finest BLACKS and COLOURS

(ALL SHADES)

*Soluble in Water, Spirit, Oil,
Turps, Benzoline, Glycerine,
Wax, Naphtha, Petroleum,
Creosote, in fact — anything.*

**BLACK
FOR INK.**

MARKING INK.

ETERNITE

Combined Preservative
and Stain for Wood.

HOUSEHOLD DYES.

**CARAMEL
COLOUR**

in Powder.

**Guaranteed
Harmless.**

50 times the concentration
of Liquid Caramel.

RHEUMSOL BATH SALTS in 1/- tins

WILLIAMS BROS. & Co.

HOUNSLOW, MIDDLESEX.

*All the way from the still to the buyer.
In quantity and quality, price and
punctuality we stand pre-eminent in
the production and distribution of*

METHYLATED SPIRIT

By enormous output and despatch from
central points, we ensure economy in
working costs and carriage, every penny
of which we give to the purchaser in
Price Reduction.

**Keep your name on our books and
be sure of continuous supplies.**

If you are at present buying from one of
our Branches, please send orders direct to
the same address as before. We can
immediately deliver any quantity from
depots at LONDON, BRISTOL, EXETER,
MANCHESTER, LIVERPOOL, NEWCASTLE-ON-
TYNE, GLASGOW AND LEITH.

Please address enquiries to—

THE METHYLATING CO. LTD.,
38/41 Finsbury Court, Finsbury Pavement, London, E.C.2.

METHYLATED SPIRIT

WE RECENTLY REDUCED THE PRICE.

*Our prime policy is to sell unequalled
quality at the lowest possible figure.*



The Finest Quality
Aerated Waters are
made only with
the Finest Quality
ESSENCES

**BOAKE
ROBERTS**

Soluble Essences are
of the finest quality
and being extremely
concentrated are
most economical

Lemon	Ginger Ale
Orange	Stone Ginger (Cloudy)
Ginger	Clear Ginger Beer
Raspberry	Kola Champagne
Strawberry	Lime Juice and Soda
Pineapple	Lemon Squash, Vanilla

A. Boake, Roberts & Co. Ltd.
Stratford London E11

Meet the Public DEMAND

Kutnow's Powder is being constantly introduced to an entirely new public by means of personal recommendation — nation-wide publicity and the distribution of thousands of free samples in reply to request.

This means an ever-increasing demand, and bigger sales for all chemists who stock this reliable powder.



Manufactured solely by S. KUTNOW & Co., Ltd.
41 Farringdon Road LONDON, E.C. 1.

ASK YOUR WHOLESALE DEALER
FOR FULL PARTICULARS.

Bravita
REGD. TRADE MARK

VITAMINE NERVE FOOD

More Tributes from Nurses

"I should be very pleased if you could let me have the address of an Agent for 'Bravita' in Harrogate, as I have found it of great benefit in nervous strain."

'Bravita' was used by a Neuritis patient with good results. Will recommend it to others."

"Bravita" gives **33 $\frac{1}{3}$ %**
you a profit of

Price per doz. Packets - 12/- Net
To retail at - - 1/6 per packet

Sole Agents & Distributors:
F. NEWBERY & SONS, LTD.
CHARTERHOUSE SQ., LONDON, E.C. 1
Manufactured by Forget-me-not Ltd., Nottingham.

Aromatic
Black Currant
Ginger Brandy
Cherry Brandy
Cloves

Ginger Stout
Hot Tom
Hot Toddy
Gingerette
Ginger Punch

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FLAVOURING
ESSENCES
AND
COMPOUNDS
FOR
FRUIT WINES
WINTER DRINKS
AND CORDIALS

*Make Delicious Syrups
and WINTER Beverages.*

*Samples Free
On Application.*

Raisin Toddy
Rum Punch
Spiced Ale
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Pineapple
Peppermint
Raspberry
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Usquebaugh, &c.

WILLIAM HAY, LTD.

*Essence
Distillers,*

LONDON DEPOT—3 York Street, WALWORTH ROAD, S.E.17.

Head Offices and Laboratories

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Telegraphic
Addresses: { "BUSHWORTH, WALROAD,
LONDON."
"GINGER, HULL."

Codes:
A B C, 5th EDITION,
and BENTLEY'S.

Telephones: { LONDON, 2753 HOP.
HULL, No. 488.



MALT & COD LIVER OIL

Prepared only from the Finest East-Coast Barley, combined with the best Norwegian Non-Freezing Cod Liver Oil.

Packed in Screw-Capped Jars, Bottles and Tins, holding 1 lb. and 2 lb. Neatly Labelled and Wrapped. Customer's Name printed on Labels for Orders of 1 Gross and upwards.

Telephones:
Nitsbill-Pollakshaws 14
London-Avenue 5661
(3 lines).

PERRY & HOPE, Ltd.

Telegrams:
"Perryope, Nitsbill."
"Perryope, Led."
London."

NITSHILL, near GLASGOW.

London Office: 1 LEADENHALL STREET, E.C.3.

DIABETIC FOODS

Can you Supply Energen Gluten Foods

when the doctor recommends his patients to use them in their diet?

The ENERGEN FOODS are now being recommended by the Medical profession as they are the only ones that fulfil their requirements.



Packed in boxes, specially for Chemist's trade.

The most palatable and nutritious Gluten Foods on the market keeps perfectly

Manufactured in a model factory under periodical Medical supervision.

Inquiries Invited.

THERAPEUTIC FOODS CO.

19c Roundwood Road, Willesden, N.W.10.2

VITMAR

The Medical Profession are recommending VITMAR for delicate Children and Invalids.

If you do not yet stock it your wholesaler will supply you.

Manufacturers—

CALLARD & CO., Food Specialists,

74 Regent Street, LONDON, W.1.



VITAMOGEN contains the essential Vitamines in an active and concentrated form. VITAMOGEN is in itself a food of the highest potency, rationally concentrated according to approved scientific methods. It is rich in organic, i.e. assimilable Phosphorus, and the proportion of nutritive constituents is well balanced to meet the physiological needs of the organism. VITAMOGEN stands alone as a means of supplying the Vitamines—an entirely new food element. VITAMOGEN is packed in two sizes, 2/9 and 5/9, obtainable from all the principal wholesale houses. Literature on VITAMINES will be sent on application to:

24-26 HOLBORN,
LONDON, E.C.1

Vitamogen
LTD.

Maltine

REGD. TRADE MARK

SPECIALITIES

P.A.T.A. PRICES. 25 PER CENT. DISCOUNT

ORDER NOW

For January Press Adverts.

Supplies from all Wholesalers

The Maltine Mfg. Co., Ltd., Acton Vale, London, W.

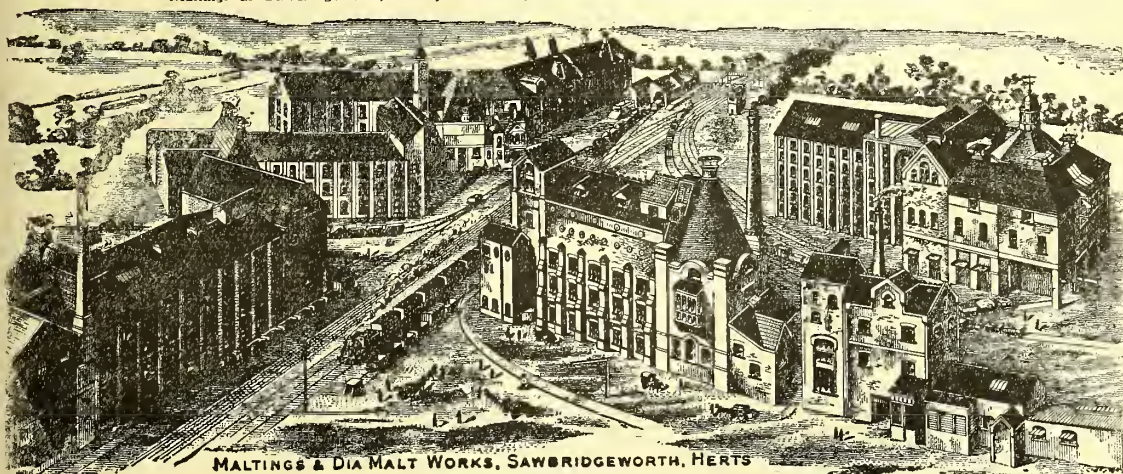
Manufacturers of

MALT EXTRACT & COD LIVER OIL 15%

H. A. & D. TAYLOR, LTD.

Head Office: SAWBRIDGEWORTH, HERTS.

Maltings at Sawbridgeworth, Bishops Stortford, Bury St. Edmunds, Newmarket and Newark-on-Trent.

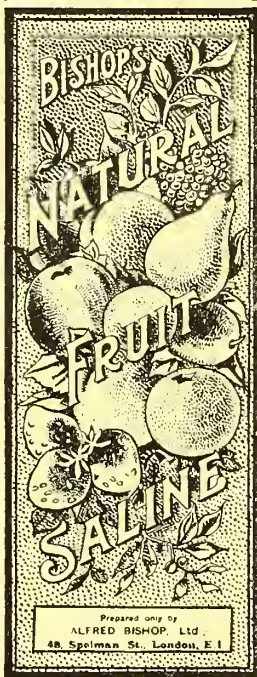


MALTINGS & DIA MALT WORKS, SAWBRIDGEWORTH, HERTS

BISHOP'S NATURAL FRUIT SALINE*What it is.***BISHOP'S
Natural Fruit Saline**

is free from sugar or saccharine, yet makes a delightfully palatable beverage. Clears the liver and kidneys, and acts as a mild aperient. It is manufactured in small granules and keeps well in any climate.

*It pays to push
BISHOP'S !*

*What it costs.***BISHOP'S
Natural Fruit Saline**

retails at 2/3 per bottle
P.A.T.A.

Wholesale price, 20/-
per dozen.

5 dozen - - £5 0 0

10% discount 10 0

Net £4 10 0

Carriage Paid.

Thus showing a profit of
9d. per bottle.

*Attractive show material and
price cards sent with each order.*

PREPARED
ONLY BY

ALFRED BISHOP, LIMITED, 48 Spelman St., LONDON, E. 1

TO USERS and DEALERS in METH. SPIRIT and SPIRIT OF WINE.
FOR QUOTATIONS apply to—

PRESTON'S LIVERPOOL DISTILLERY CO., LD.

The Largest Makers in the United Kingdom.

SANKHALL DISTILLERY, SANDHILLS, LIVERPOOL. Office: 4 India B'ngs, Water St, Liverpool.

PURE ORANGE WINE

A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopoeia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 43 Great Tower Street, LONDON, E.C. 3.

IMPORTANT NOTE**TO CHEMISTS****WITHOUT LICENCES**

It has been established by law that Registered Chemists may sell "Wincarnis with Quinine" without a licence.

WINGARNIS

Sells readily ALL the time.

COLEMAN & CO., Wincarnis Works, NORWICH.

The Nutrient Laxative

Obstacles to Nutrition

Overcome by Virolax

MANY foods contain a large quantity of flesh-forming and energy-promoting substances, but where the organs of digestion and excretion are unable to work to their full capacity little benefit is derived from the food. Indeed in many cases, as the Physician will recognise, bulky foods aggravate the condition:

- (1) By forming further accumulations in the bowels.
- (2) By overweighting the intestine and dragging it out of place.
- (3) By the production of poisons from excessive bacterial activity.

These difficulties are met by Virolax, which combines the nutritive properties of Virol (egg, bone marrow and malt extract) with the laxative properties of liquid paraffin.

An important feature of Virolax is that in combining these two components the paraffin becomes so finely emulsified that the uncertain action of paraffin in its ordinary state is entirely avoided.

Virolax feeds while it relieves and is therefore in a category apart and so pleasant in flavour that it may be taken with the greatest benefit by children or adults as a laxative nutrient in all cases of irregularity so apt to tend to bacterial poisoning.

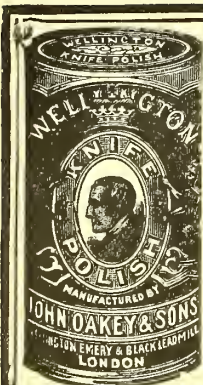
Virolax is packed in 4 oz. and 16 oz. tins at 1/- and 2/8, and is supplied to the Trade in one dozen boxes at 10/- and 27/- per dozen. Terms: £3 orders carriage paid, less 5%. On orders over £5 an extra discount of 5% is allowed on condition that window display is made. These terms will also apply to combined orders for Virol and Virolax to the value of £3 and £5.

Virolax

(Registered Trade Mark).

Show cards and advertising material on application.

VIROL, Ltd., 148-166, Old Street, London, E.C.1.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, &c.

In Canisters, 1d., 2d., 3d., 6d., 1s., 2s. 6d., and 4s. each.

JOHN OAKEY & SONS, LIM.

MANUFACTURERS OF

Emery Cloth, Black Lead

GLASS PAPER, &c.

"WELLINGTON" KNIFE POLISH

The Original Preparation for Cleaning Cutlery, Canisters, 1d., 2d., 3d., 6d., 1s., 2s. 6d., and 4s. each.

SILVERSMITHS' SOAP

For Cleaning & Polishing SILVER, ELECTRO-PLATE, etc. Tablets, 6d.

"WELLINGTON" BLACK LEAD

In Solid Blocks, 1d., 2d., and 4d. each, and 1s. Boxes.

Polishing Paste, Furniture Polish, Plote Powder, Rouge, Urn Powder, Steel Polish, Crocus, Tripoli, Brunswick Black.

Westminster Bridge Road, LONDON, S.E. 1

FREDK. FINK & CO.,

10 & 11 MINCING LANE, LONDON, E.C. 3.

SPECIALITIES.—Gums Arabic and Tragacanth as imported or finely powdered.



SHADEINE

FOR COLOURING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses. Trial Size 8d., per post 10d. 1/4 size, per post 1/7; 3/8 size, per post 2/9; 3/4 size, per post 4/3; 1 size, 6/- doz.; 1 1/4 size 12/- doz.; 1 1/2 size 24/- doz.; 2 size 36/- doz.

THE SHADEINE CO., 58 WESTBOURNE GROVE, LONDON, W.



CACHETS "FINOT"

(White or Coloured).

With inscriptions in any desired tint; also Plain or Embossed.

"A distinction all their own."—C. & D. "Perfection of Cachets."—Lancet.

These Cachets are especially adapted for Headache, Neuralgia and other powders. COOPER, SON & CO, Ltd., 80 Gloucester Road, SOUTH KENSINGTON. In 17 Sizes to fit the various types of Cachet Machines.

FRENCH, MORSTADT & DRY CLOSING CACHETS

TINTED or PRINTED



CACHET MACHINES & COMPRESSO DOSEURS

Write for Samples and Prices to

CICERO S. CLARK, Cachet Specialist, 12 Richmond Rd., W.2.

2d. HERBS

Insist on "Castle Brand."

MEDICINAL : CULINARY

16/- PER GROSS.

Special Terms for Wholesalers.

WM. FOX & SONS, W ol. Botanic Druggists. SHEFFIELD.

PUFFS of ALL KINDS in DOWN and WOOL SOLID FACE POWDERS

COMPLETE WITH PUFFS.

Inquires invited by makers.

F. SCHUTZE & CO., Ltd.,
BLACK BULL WORKS,
Caledonian Market, London, N.7.



J. W. PINDAR & CO. Druggists' Engineers. PILL MACHINERY (Hand & Power).

Hand Pill Machines (for Chemists), Tablet Sugar Coaters (with Hot-Air Blowers), Pill Coaters Counters with Shoot, Tincture Presses, Emulsifying and Mixing Machines Percolators, Ointment Mills, Drug Mills, "Eternite" Ovens, Tablet Compressing Machines, &c.

Other Machinery for Manufacturing Druggists and Chemists.

Cachet Filling Apparatus for French and Moorstadt series.

Suppository and Pessar Moulds, etc.

BROCKLEY, LONDON, S.E.4. Telephone: New Cross 1065.

Headquarters for Photographics

Chemists should write us for PRICE LIST and full particulars of all Photo requisites.

W. BUTCHER & SON'S, Ltd. CAMERA HOUSE, FARRINGTON A.V., E.C.4.

John E. Raworth & Moss

Chartered Patent Agents.

Patents, Designs and Trade Marks.

75 Victoria Street,
London, S.W. 1.

ALL CHEMISTS SHOULD STOCK

ABDINE

THE GOLD MEDAL FRUIT DRINK.

Quick Seller. Big Profits. Over 40 years' Reputation.

"Abdine" is the most popular Health Drink, superior to all Mineral Waters. Sold in Packets, 2d. each.

Wholesale Prices on application. Sample Box 1/6.

DUNCAN MCGILASHAN, LTD., ABDINE WORKS, WESTFIELD ROAD, EDINBURGH.

ART OF DISPENSING (9th Ed.) 8/-, by post 8/9.

VETERINARY COUNTER PRACTICE. 7/6, by post 8/3

CHEMIST'S DICTIONARY OF MEDICAL TERMS. 3/6. by post 3/10.

THE CHEMIST AND DRUGGIST, 42 CANNON ST., E.C. 4.

PER DOZ. **4. Quin Quenna 6** P.A.T.A. EACH

best Hair Grower and 'Waver' known, thousands say so and our ads. tell customers. chemists can supply. Have you yours on show?

Will send at once 6 dozen with 1 dozen Bonus and window material Carriage Paid.

Any number of chemists sell 1 gross a month and you can do the same.

43%

CHRISTY'S
Old Swan Lane, E.C. 4.

"San-a-gen" Sales Talk

IDEAS & INSPIRATIONS FOR THE CHEMIST.

SERVING OR SELLING.

THERE is a vast difference between "serving" and "selling." The first may be a more or less mechanical handing over the counter of those things asked for. "Selling" is not mechanical. It is an intelligent anticipation of people's wants. It may be even more subtly effective. It may secure sales by suggestion—sales of specialities to persons who are not driven by a conscious and compelling WANT.

The chemist who wishes he were not a chemist—who feels inclined to think any other job in life would be preferable to that of the business for which he has qualified himself, as far as the technics of chemistry are concerned, is making a great mistake in life. He is "mixing" the wrong thoughts and making a sorry and more or less suicidal mental mixture.

PERSONAL INTEREST AS AN INVESTMENT.

To get interest out of one's job it is necessary to invest interest in it first. No capital investment is so profitable as that of personal interest.

There are chemists who surprise us with their ever-growing sales of SAN-A-GEN, and there are other chemists who cause us even more surprise by their comparatively poor sales. It is not a case of better location. No! Close analysis of cause and effect leads us to believe that the reason lies in the difference between "serving" and "selling."

One chemist tells us that he has built up his fine business by getting to know his customers by human contact with them, so ordering his attitude that his customers ask his advice—and follow it. In this instance the chemist, it is true, had personal and family reasons for recommending SAN-A-GEN to those of his customers who asked for a "tonic" or for "something for the nerves." Customers were so pleased with the advice and the good result of their following it that it is safe to say that this chemist was never even mentally accused of "making something out of it."

The same kind of thoughtful service was not, of course, confined to SAN-A-GEN, although SAN-A-GEN sales show a 50% net profit on cost. The same attitude of interest in his goods and his customers must work for all-round good business.

SELLING THOUGHT.

Another chemist—in the Midlands—tells us he has worked up a nice SAN-A-GEN sales connection among local nurses. True, this chemist keeps himself supplied with a stock of 2/- Sample Tins of SAN-A-GEN which he persuades the nurses to try, and the nurses follow on with the 3/-, 5/- or 9/6 Tins. The point, however, is that this chemist *thought out the plan*, and this evidence of *Selling Thought* is good enough evidence of the interest this man puts to such profitable use in his business.

Manufacturers like the Sanagen Co. Ltd. go to considerable expense in preparing sales-aiding literature for the chemist. Some chemists quite overlook how the *thoughtful* distribution of this printed matter can help their sales. A comparative few slip *these* circulars into packages, invoice, and statement envelopes—and sales result.

One such sales-aiding piece of printed matter is that published under the title of "Neurasthenia: the Brain-Worker's Problem of To-day and To-morrow." Few brain-workers who read this can fail to be influenced to *try* SAN-A-GEN, and many find it "so good for their nerves" that they continue to purchase it in the larger 5/- and 9/6 sizes.

STALE WINDOW AND COUNTER DISPLAYS.

Many counter and window displays look the same from month to month and year after year—want of *interest* in the chemist and for the customers. The work of window and counter dressing is certainly a bore unless it is done with interest in the operation of the law of cause and effect, when it is transformed into something the doing and the results from which are mighty interesting.

Bobbie Burns said something in one of his poems about "seeing ourselves as others see us," because he realised that the thing or things we see every day we *don't* see. Hence the advisability of a complete change of thought and action in regard to window and counter displays.

Try the experiment of centralising SAN-A-GEN in the window and on your counter, because this will be the result of thoughtful action. Look for the further result of **SALES** to those whose attention and interest are thereby concentrated on a line that others have found a good and profitable selling speciality, when brought beneath the eyes of the Public.



RETAIL PRICES—4-oz. 3/-, 8-oz. 5/-, 16-oz. 9/6.

ALL WHOLESALE.

SANAGEN CO. LTD., SHEEPCOTE LANE, BATTERSEA, S.W.

Telephone: Latchmere 4363.

Telegrams: "Phosaglyc, Batt. Sq., London."

WINTER IS HERE

Colds and Chills are Prevalent.

BE PREPARED!

And get a stock of

"Fastnet" Anti-Chill Vests

Made of Golden Fleecy Material.

Size No. 3	...	12" × 9½"	...	29/-	per dozen
" 4	...	13" × 10½"	...	31/-	"
" 5	...	14½" × 12"	...	33/-	"
" 6	...	16" × 15"	...	36/-	"
" 7	...	18" × 16½"	...	38/-	"

Similar lines :

"Fastnet" Chest Jackets ... sizes 1 to 8

"Fastnet" Body Belts ... " 1 to 4

Manufactured by the "Fastnet" Surgical Dressing Co., Ltd.

Sole Agents—

JOHN TIMPSON & CO., LTD.
104/106 Golden Lane - London, E.C.1.



"FASTNET" ANTI-CHILL VEST.

RENÉ HEYMANS

9/10 DOMINGO STREET

Tel. : CITY 3765. 36 OLD ST., E.C.1

Vulcanite DOUCHE FITTINGS

" Spare Parts

" Enema Pipes

" Whirling Spray Canules

BONE SHIELDS

BONE MOUNTS

BONE RINGS

French CAPPING SKINS (opaque and transparent)

TOOTH COMBS

(Best Galalit)

POCKET COMBS

Cheap lines in NAIL FILES (bone and steel) carded.

SAFETY RAZORS and spare blades.

French SHAVING BRUSHES

NAIL CLIPPERS.

TOOTH BRUSHES

at low prices.

And all kinds of Surgical and Hygienic Rubber Goods.

**Effective, Showy, and
Very Saleable**

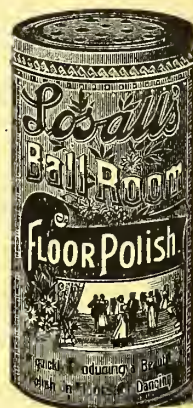
**Losall's - -
Ball-Room
Floor Polish**

For quickly producing
a perfect Polish on
Floors for Dancing.

Handsome three-coloured
Enamelled Tin,
Perforated Top.

F.A.T.A.
1/6

Per Dozen.
13/6



LOFTHOUSE & SALTMER, Ltd.

Wholesale and Export Drug Merchants and
Manufacturing Chemists,

HULL.

Surgical Dressings

*Packed to suit
Customers'
requirements.*

*Special Quotations
for Large Quantities.*

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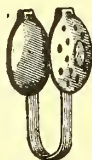
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[See pp. 440-1, "C. & D.",
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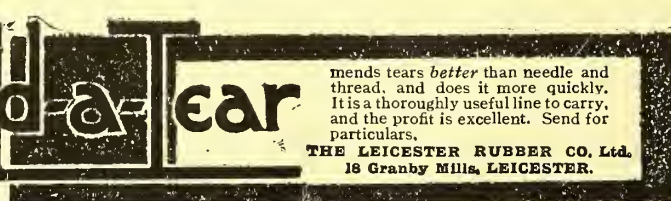


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Fig. 1194. The "Empire" red indiarubber Air Cushion.

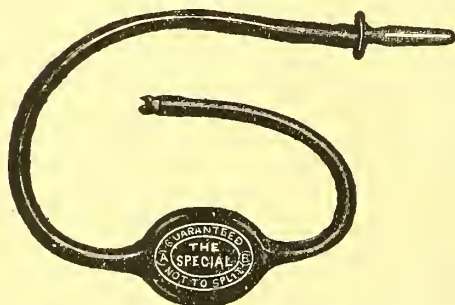
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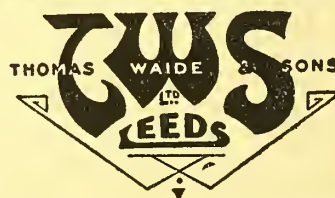
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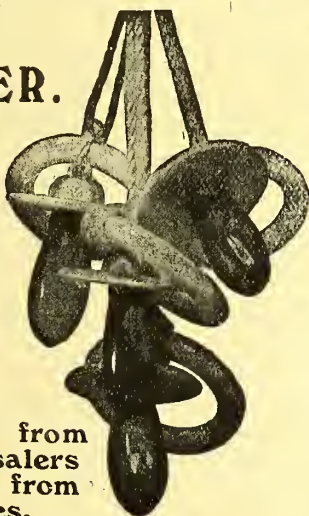
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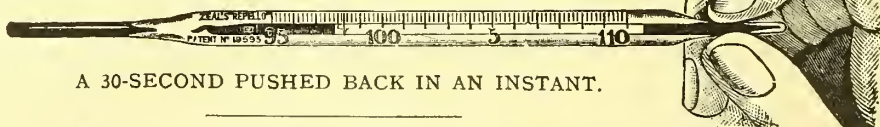
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
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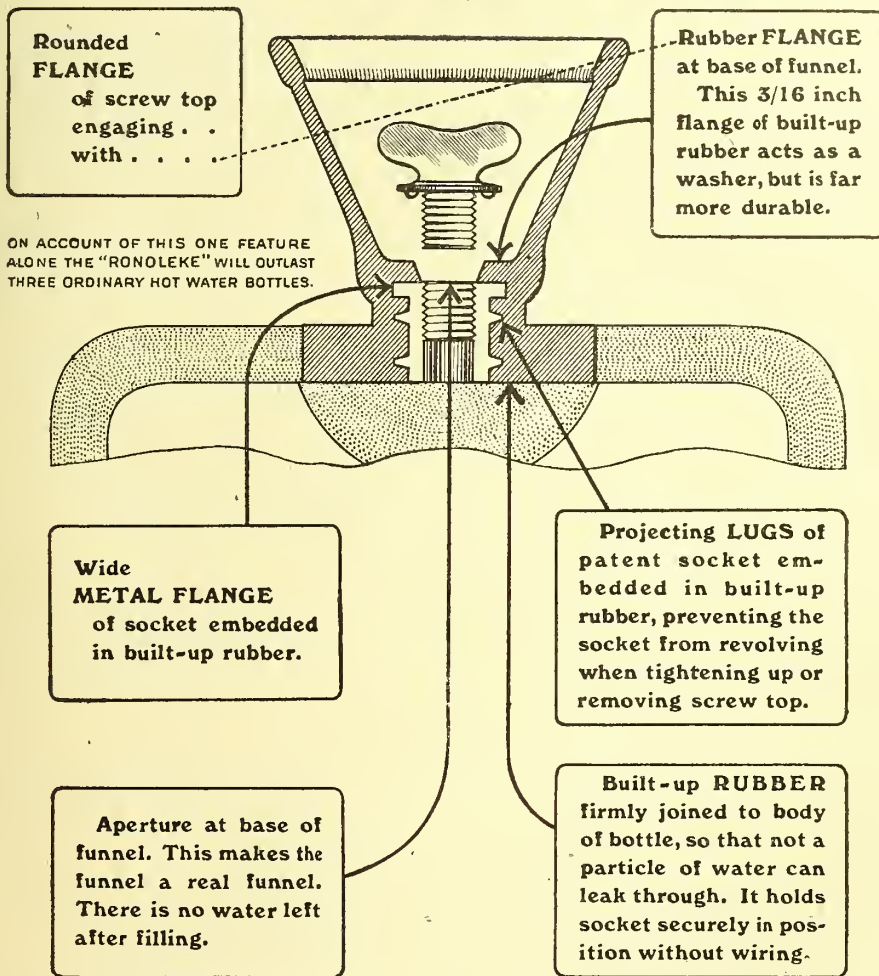
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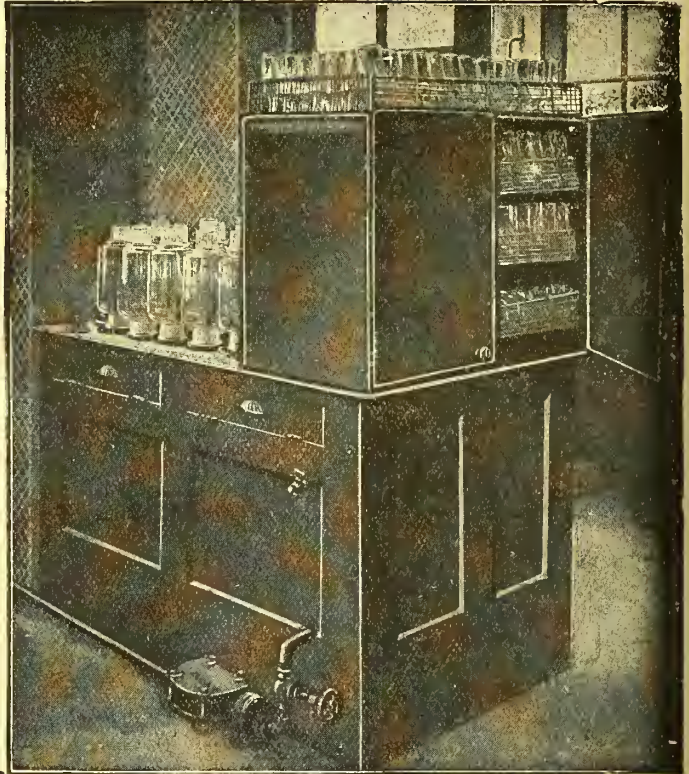
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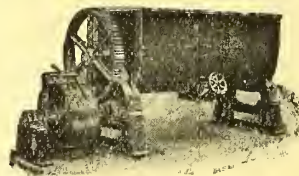
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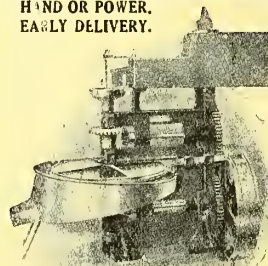
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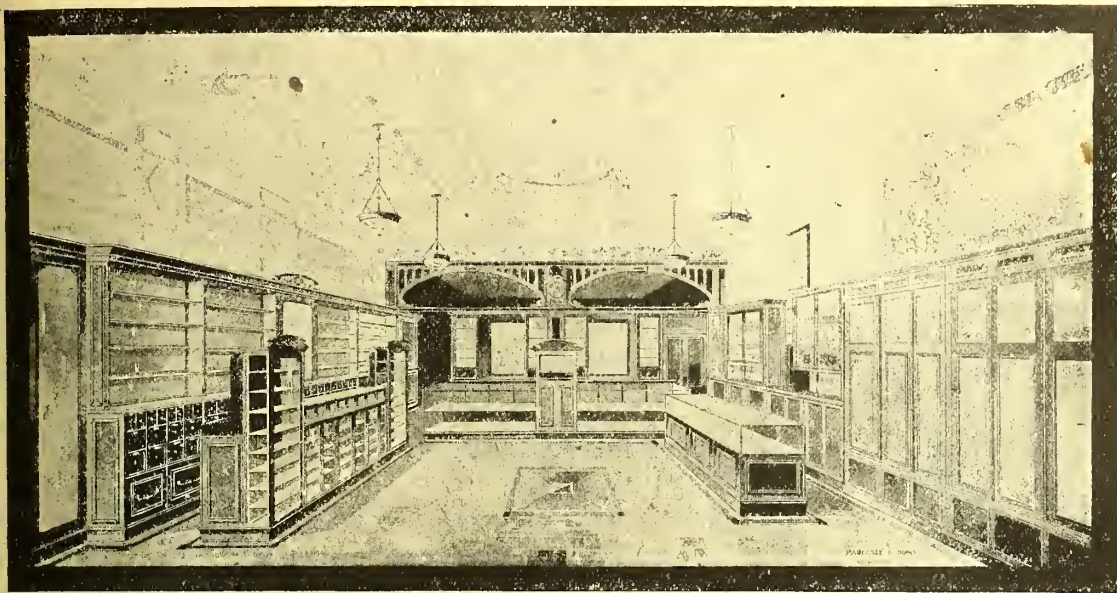


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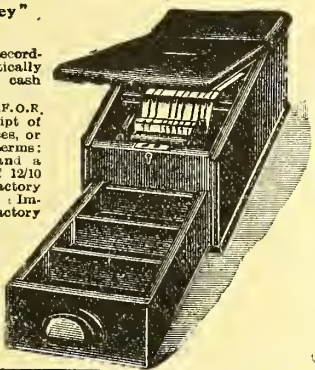
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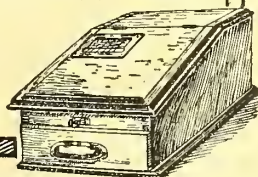
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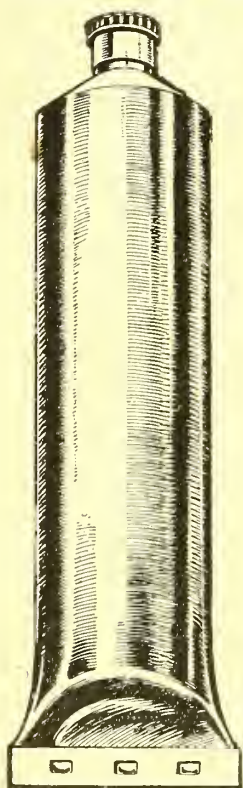
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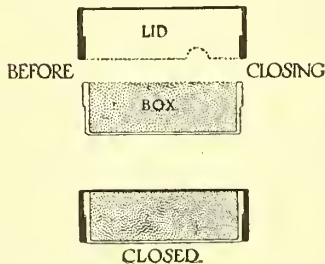


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WHICH ENGAGES THE
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THE LOCK ON THE BOX
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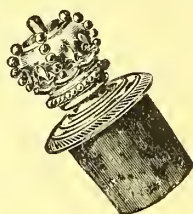
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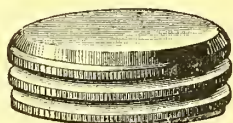
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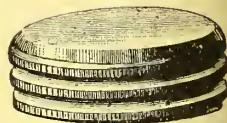
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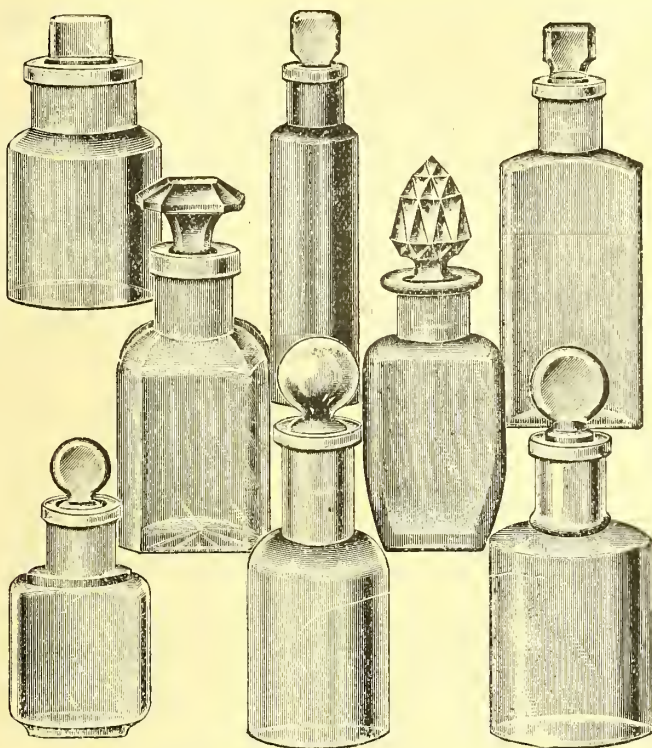
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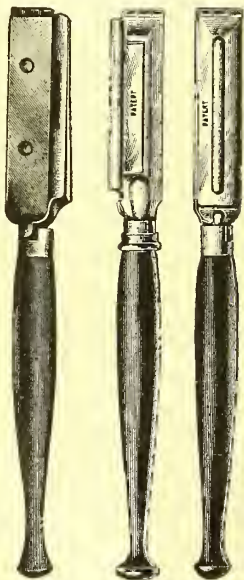
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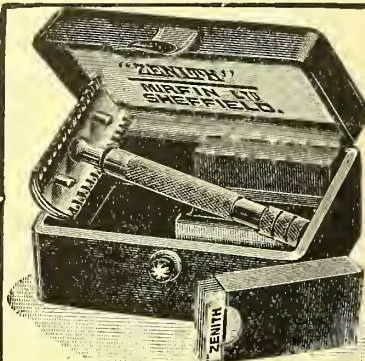
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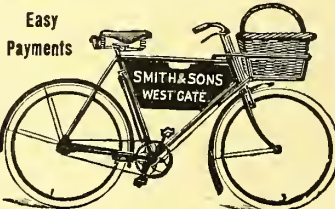
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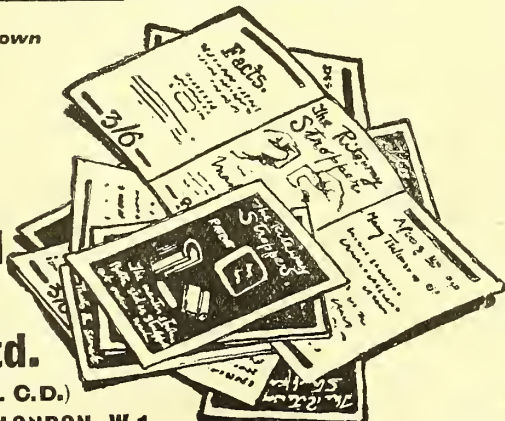
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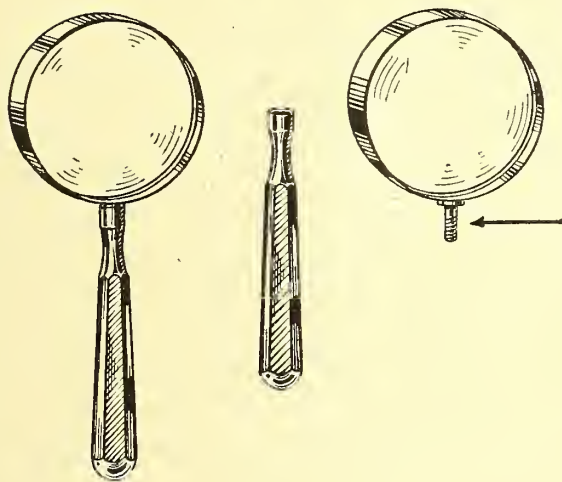
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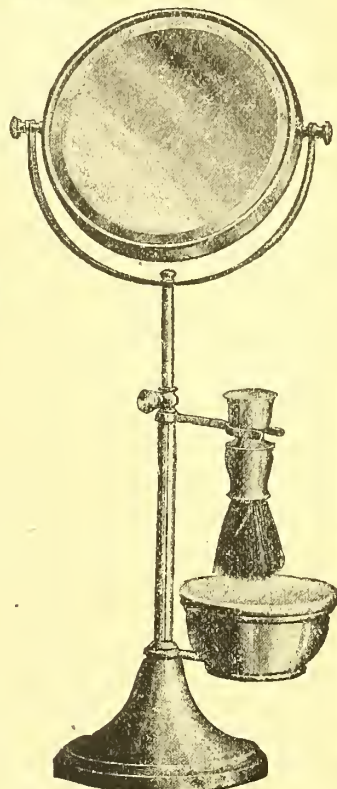
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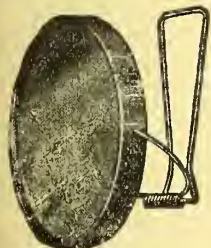
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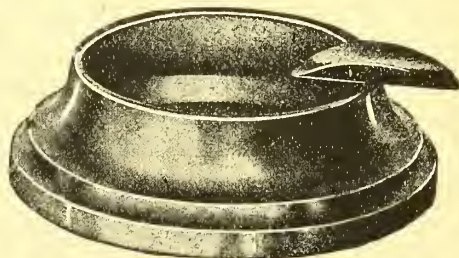
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THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.
LONDON, E.C.4.

JANUARY 22, 1921

This Supplement is inserted in every copy of The Chemist & Druggist

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Businesses Wanted and for Disposal, Premises for Sale, Goods and Shopfittings for Sale, and Agencies: 6/- for 50 words; every additional 10 words or less, 6d.

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12.—SOUTH COAST (large town).—Ready-money Business, comprising largely the sale of own Proprietaries; returns last year about £12,000, at good prices; further details on application.

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14.—YORKS.—Cash Retail Business, returning £3,000 per annum, at usual prices; lock-up shop; rent £80; held on lease; terms, valuation of stock and fixtures and small sum for goodwill.

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Messrs. Orridge & Co. desire to emphasize the necessity of a periodical Statement of Account, by which means alone Profit, the Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes the cause of confusion and loss.

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— LIMITED —

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- 2.—**LIVERPOOL DISTRICT**.—Good-class Retail and Dispensing Business, with Post Office attached, and Dental business let off; stock about £400; low rental; nicely fitted shop. Full particulars on application.
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- 4.—**LONDON, WEST END**.—Good-class Retail and Dispensing Business, near Leicester Square; nicely fitted and well stocked; returns £30 per week, which could easily be doubled; excellent profits, and easily-worked Business.
- 5.—**WANDSWORTH**.—Chemist's Shop and Premises, freehold, for Sale; shop is fitted complete and ready to commence business; house has seven rooms, kitchen, scullery, and back and side entrances; price £1,500.

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PATENTS AND DESIGNS ACTS, 1907 AND 1911

NOTICE IS HEREBY GIVEN that MEYER LOUIS LEVIN, of 38 East 61st Street, of the City and State of New York, United States of America,

SEEKS LEAVE TO AMEND

the Specification of Letters Patent No. 143312 granted to him for an invention entitled "Dentifrice."

Particulars of the proposed amendment were set forth in the Illustrated Official Journal (Patents), issued on the 12th January 1921.

Any person, or persons, may give notice of Opposition to the Amendment by leaving Patents Form No. 19 at the Patent Office, 25 Southampton Buildings, London, W.C. 2, within one calendar month from the date of the said Journal.

W. TEMPLE FRANKS,
Comptroller-General.

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6s. for 40 words or less; 6d. for every additional 10 words or less, plus postage.

BUSINESS wanted, suitable for unregistered. Full particulars and price to "Chemists," 3 Godfrey Road, Newport, Mon.

CHEMIST desires to purchase a small Business (for sale) neglected one not objected to if scope for increase; price accommodation essential; replies treated confidentially. "Chemist" (259/34), Office of this Paper.

CHEMIST'S Business or Drug Store required for prompt sale. Living accommodation essential. Reply, in strict confidence, to "Quinine," 185 Hamlet Court Road, Westcliffe-on-Sea.

GOOD middle-class Retail and Dispensing Business wanted, in or near Blackpool, Southport, Harrogate, or Matlock, turnover over £2,000 to £4,000; or partnership in larger business with view to succession. Reply, in confidence, to "Enquirer" (258/21), Office of this Paper.

PHARMACIST wishes to purchase business, with returns approximately £1,500, S.W. county, with living accommodation preferred, and can offer in part exchange, if desired, seven small house near sea; vacant possession; cash balance available. No particulars. 3 Frohisher Terrace, Falmouth.

SMALL Pharmacy, or Mixed Drug Store (unopposed preferred) suitable for unqualified; living accommodation essential; cash available. Full particulars, in confidence, to Roberts (259/20), Office of this Paper.

WANTED, early summer, unopposed Light Retail Pharmacy Business; suitable lady; S. or S.W. preferred; house and six rooms, etc.; rent or might buy; rates, population, gas, water, sanitation. Reply, full particulars, Schaap, Watford Road, Ashley, New Milton.

WANTED, good, old-established Dispensing, Prescribing, and Veterinary Business, with or without Agricultural Veterinary connection; turnover £3,000 upwards; good house, garden, and land; freehold if possible, with option to buy if wanted; Wales and Midlands objected to. "Salol" (259/25), Office of this Paper.

BUSINESSES FOR DISPOSAL.

For 50 words or less; 6d. for every additional 10 words or less, prepaid.

Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

ON, N.—General Retail and Dispensing Business; returns, £20, £3,500; net profit £900; nicely-fitted shop, heavily best position in main road; good house of seven rooms; entrance; low rent, £65; long lease; price £2,500, or as entertained. Apply 27/140, Office of this Paper.

ON, N. District, Essex.—Pharmacy, turnover (with neglect) £1,000 per annum, without N.H.I., Photography, or Optics; doubled with latter; also large premises and stables; 70 acres; handsome premises; all information given to principle. P.C.B. (54/16), Office of this Paper.

HESTER.—On Sale, small Branch Chemist's Business; dress, 233 Conran Street, Harpurhey, Manchester; Middle-class Retail; particulars sent to bona-fide applicants; landlady to dispose of property, for which he requires £355; 5s. Apply to H. Lockwood, Chemist, Harpurhey, Manchester.

LES.—Fast developing colliery district, thriving Business, up-and shop; no opposition; average cash takings weekly at profits 33½ per cent.; unlimited scope; Kodak agent; rental £25; price £650; owner returning to College for Apply 258/28, Office of this Paper.

RAY (midway between Torquay and Paignton).—Well-established Chemist and Pharmacy Stores, in a rising main- thoroughfare, with unsurpassed prospects for future develop- ment; addition to already sound trade; a smart, double-fronted, and shop, with good house over; price, including freehold stock, fixtures, fittings, and goodwill, £4,000; part in hand remain. Apply Tearle & Sons, House Agents, 7 Cary opposite Pavilion, Torquay. Phone: 349.

SHIRE.—Advertiser, a well-known Representative in the trade, is asked by a friend in bad health to negotiate the sale of his excellent business; capital required, £3,500-£4,000; nice and lease; nice town. A. N., 13 Birch Grove, Rusholme, Leamington.

SHIRE.—Drug Stores; lock-up shop; working-class district; returns £30 weekly, all cash sales; low rent; electric light; price for quick sale, £600. Apply 261/8, Office of this Paper.

SHIRE (unopposed).—Middle-class Retail Business, with N.I. Dispensing; returns, last year, nearly £3,400; net profit £800; double-fronted shop, modern fittings, well house attached; terms (cash), goodwill £350, plus value of stock and fixtures; price of freehold property £750. Apply 14/1, Office of this Paper.

S. Retail Business for disposal; under unqualified; in a quiet seaside town on Essex Coast; well stocked and fitted; reason for selling; price for quick sale £750; only genuine need apply; further particulars will be furnished upon receipt of a banker's reference. Apply 255/37, Office of this Paper.

ST'S profitable Retail Business; choice position in London; high-class connection; capital about £1,500. Apply 18/1, Office of this Paper.

ST'S BUSINESS.—Old-established Chemist's Business in London for Sale; price £1,000, including stock; net profit £800; rental £80; corner shop and desirable premises. Particulars apply Charles Comins & Co., Chartered Accountants, Cannon Street, E.C. 4.

WENT Retail and Dispensing Business for disposal in a healthy country market town; returns over £2,500; firms branches could considerably increase turnover under energetic management; practically own the property; owner, not in the least, would consider partner with capital to introduce side- business. Apply 50/38, Office of this Paper.

WENT old-established Business of Disinfectant Manufacturers, City Office and Freehold Factory; easily managed; proprietor retiring after 21 years; capital required £4,000. Apply P.C.B. 50/25, Office of this Paper.

WENT disposal, in a superior working-class district, main street, within three miles of the City of London, high-class Dispensing Pharmacy, and Family Chemist; average turnover about £1,000; all cash; corner shop; pleasantly situated; heavily house newly decorated; private entrance; low rent; long lease. For further particulars, apply Arnold Watson, A.C.A., 11 Exchange Buildings, Manchester.

WENT old-established, high-class City Business; West of London; excellent profits; for quick transfer as a genuine concern; £2,300; good reasons for disposal; no agents; particulars in return for bankers' or other satisfactory reference. Apply 260/2, Office of this Paper.

TENDERS.

By Order of the Society of Apothecaries of London.

CITY OF LONDON.

In an extremely important and central situation, between Ludgate Hill and Queen Victoria Street, and immediately opposite the Publishing Offices of "The Times" Newspaper.

Notice of Letting by Tender of the Valuable

BUILDING SITE,

at present occupied by premises adjacent to Apothecaries' Hall, and abutting on GLASSHOUSE YARD and CHURCH ENTRY, WATER LANE, BLACKFRIARS.

Comprising a GROUND AREA of about 6,300 sup. feet, and offering a Splendid Site for the Erection of a BLOCK of OFFICES, MANUFACTURING or WAREHOUSE PREMISES.

A Lease for 99 years from Lady Day 1921 will, subject to certain conditions, eventually be granted. Tenders to be received by the undermentioned Surveyors on 7th FEBRUARY, 1921.

Particulars and Conditions of Letting, with Plan and Form of Tender, may be obtained of Bingham Watson, Esq., Clerk to the Society of Apothecaries, 11 Bouverie Street, E.C. 4, or of Messrs. Chesterton & Sons, Chartered Surveyors, 52-53 Cheapside, E.C., Kensington, and Sloane Street.

SALES BY AUCTION.

Re F. R. Snowden, trading as F. T. Sanders.

By Order of the Trustee under a deed of Assignment, removed for convenience of Sale from 53 High Street, Sutton.

TO CHEMISTS, DRUGGISTS, HAIRDRESSERS, and OTHERS.

FRYER, COOPER & CO. will Sell by Auction, at their rooms, 3 Redcross Street, E.C. 1, on Thursday, January 27th, 1921, at one o'clock precisely, the high-class

STOCK OF A CHEMIST,

comprising a large assortment of Fancy Toilet, Shaving, and other Soaps, Hair, Tooth, Shaving, and Nail-brushes, a quantity of superior Perfumes, Tooth Powders, and Pastes, Lanolines, Hand Mirrors, Hair Restorers, Sponges, Safety Razors, Medicated Wines, Patent Medicines and Pills, Infants' Foods, Meat Essences, Surgical Appliances, Oxygen Cylinders, Medicine Bottles, Pomades, Brilliantines, and Ointments, a large quantity of Druggists' Sundries, Photographic Materials, Essential Oils, Castor and Olive Oils, Shop Rounds and contents, Mahogany Fittings, Show Cases, Wall Cases, Plate Glass, Shelving, Mirrors, and the usual Shop Sundries.

On view day prior to Sale. Catalogues may be had of Parkin S. Booth, Esq., Accountant, The Association of Manufacturing Chemists, 31 Kimberley House, Holborn Viaduct, E.C. 4, and of the Auctioneers, 3 Redcross Street, Fore Street, E.C. 1.

AGENCIES.

6s. for 50 words or less; 8d. for every additional 10 words or less, prepaid.

AUSTRALIA.—London Manager of Australian merchant firm shortly proceeding to Sydney Branch Office, is desirous of introducing new lines, and will execute any commissions for manufacturers interested in this market. Apply 27/130, Office of this Paper.

WANTED, in London, Bristol, Cardiff, Birmingham, Manchester, and Newcastle, Liverpool, Belfast, Dublin, Leeds, Norwich, Blackpool, Scarborough, Southport, Brighton, and Bournemouth, first-class Resident Agents for the sale of Perfumes, Tooth Pastes, and Shaving Sticks; 10 per cent. commission paid; firm been established 50 years; have done mail order business hitherto, but wish to extend; applicants must have sound connection with Chemists, Hairdressers, Drapers, and Stores. References, Chaffer & Co., Exchange, Fox Street, Huddersfield.

FOR SALE.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

OPTICAL.—For Sale, Morton's Luminous Ophthalmoscope, Bifocal Trial Set, 1 doz. G.F. Astigmats, 1 Luminous Retinoscope, 2 Busts for advertising, 8 Glass Spectacle Stands, 11 Oeometric Clips; what offers? all nearly new. Jones, Chemist, Llanidloes.

4 LB. 4-oz. Camphor Squares, 8s. 6d. lb.; 4 lb. Pot. Iodide B.P., 16s. 6d. lb.; 2 lb. Iodine Resub., 18s. lb.; 8 oz. Quinine Sulph. B.P., 3s. 10d. oz.; 8 oz. Ol. Amygd. Ess. S.A.P., 2s. 9d. oz.; would divide; 30s. value post free. J. Adamson, M.P.S., 47 Bedford Street, W.C. 2.

FINANCIAL.

LIMITED Company requires £1,000 to £1,500, to develop progressive business amongst Chemists, Hairdressers, etc.; directorship and management offered to suitable man or capital secured by arrangement if no directorship; North of England. 24/47, Office of this Paper.

SITUATIONS OPEN.

RETAIL

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/6.

BOLTON Vicinity.—Wanted, Registered Chemist, for middle February; duties light; N.H.I.; no objection to elderly. Give particulars, age, salary required, etc., 260/5, Office of this Paper.

BRISTOL.—Wanted, Junior Assistant (male) by February 14th; careful Dispenser; short hours; no Sunday duty. Apply, with full particulars, age, experience, references, salary required, and photo if possible, to Dunford, 8 North Street, Bedminster, Bristol.

GLAM.—Qualified Manager for business situate near well known town; plenty of scope for progress; interest in the profits offered; good house; must speak Welsh. "Glam" (257/400), Office of this Paper.

LONDON.—Unqualified Assistant required in good-class business; no Sunday duty; outdoors; practical Photo experience necessary. Apply, giving full particulars and salary required, to "S.W." (260/13), Office of this Paper.

LONDON, City and W.C.—Qualified, smart Salesman; capable all round; eventual Managership; knowledge of French essential. Apply, with full particulars as to age, height, experience, and salary expected (permanency, outdoors), Cofman's Pharmacy, 6 Bloomsbury Street, W.C. 1.

LONDON, E.—Wanted Lady Assistant, Minor qualification, chiefly for Panel work; busy district; opportunity of gaining General Shop experience; no Sunday duty. Apply, stating usual particulars and salary required, to "M.P.S." (P.C.B. 54/17), Office of this Paper.

LONDON, N.—Junior, unqualified Personal application preferred, or write full particulars as to age, experience, references, etc., to A. T. Homatt & Son, 35 Junction Road, Highgate, N. 19.

LONDON, N.—Temporary Assistant for Light Retail (outdoors). Give full particulars as to experience, references, and salary required, to 259/4, Office of this Paper. Applications unanswered within four days, please consider vacancy filled.

LONDON, S.E.—Qualified Minor, capable, for Counter and Dispensing; single preferred. Apply, stating references, salary, to "Chemist," 77 High Street, Croydon.

MANCHESTER.—Unqualified lady Assistant, with Dispensing and Counter experience, required for the middle of February; middle-class business, with good hours and no Sunday duty; lady already living within reach of Manchester preferred. State salary required, experience, and whether an interview could be arranged, to 258/25, Office of this Paper.

POTTERIES.—Junior Assistant wanted for light country Retail; hours 9-8, Thursday 1, Saturday 9; state age, salary required, recent reference; good opportunity to student registered prior 1920. Griffiths, Pharmaceutical Chemist, Kidsgrove, Staffs.

SOUTH WALES.—Qualified Manager required immediately; fine opportunity for energetic man wishful to "get on"; must be married; house free. "S. W." (257/40), Office of this Paper.

WEST MIDDLESEX HOSPITAL, ISLEWORTH.

Qualified non-resident DISPENSER (male or female) required. Salary, minimum £200 (including war bonus of £50), which will be increased should the capabilities and experience of the candidates justify, and dinner and tea daily.

Forms of application to be obtained by forwarding stamped addressed envelope, and must be returned by 1st February next.

F. E. HARMSWORTH,
Clerk.

34 Twickenham Road,
Isleworth.
12th January, 1921.

ALSOP & QUILLER, 137 Sloane Street, S.W. 1, require a qualified Assistant for first-class Retail and Dispensing. Apply, stating full particulars, as above.

CHIROPODY.—A vacancy and good opportunity occurs to acquire a thorough knowledge and training in Chiropody for a man with Pharmaceutical training wanting to change his profession; premium required. Apply Mr. Kelsey, 55 Preston Road, Brighton, Sussex.

JUNIOR, with some experience of Counter and general for good Store business near London; state full particulars and salary required in first letter. Apply 255/33, Office of this Paper.

JUNIOR Assistant; smart Counterman and Dispenser. 8.45 a.m. to 7 p.m.; Wednesday 1 p.m.; Saturday occasional Sunday duty. Full particulars Roberts & Co. W. 3.

JUNIOR Assistant wanted; good Dispenser; reliable salary and give reference. Apply C. J. Allan, Redcar.

JUNIOR male Assistant, preferably 25 to 35, for Dispensing and Counter; hours 8.30 to 8, Thursday Saturdays 9; 2 1/2 hours alternate Sunday; knowledge Pharmaceutical; good salary; outdoors; give references to McKinnell, Chemist, Northampton.

MANAGER (Branch); experienced, energetic, with modern business methods; turnover about £3,000; state age required, and give references. Also Junior, for Dispensing, daily N.H.I. work; capable of taking charge of Dispensing department. Apply 259/22, Office of this Paper.

OUTDOOR Assistant, unqualified, young; smart and with knowledge of Photography, good and experienced Window-dresser, and able to Dispense, wanted immediately; giving full particulars as to age, experience, references required, and photo, to 260/11, Office of this Paper.

PHARMACEUTICAL SOCIETY OF IRELAND

THE Council of this Society will, on February 8th, 1921, proceed to the appointment of an Examiner for the Pharmacy Division of the Pharmaceutical License Examination, subject to the approval of His Excellency the Lord Lieutenant, Privy Council of Ireland.

Full particulars will be supplied by the Registrar, to whom applications should be lodged not later than February 1st 1921.

ARTHUR T. FERRIS,
Registrar.

67 Lower Mount Street,
Dublin.

WANTED, qualified Manager for high-class West-End business (outdoors); state salary, age, experience, and disengaged; replies not answered in four days to be considered as rejected. Apply 256/1, Office of this Paper.

WANTED, for two weeks from January 24th, an Assistant for Dispensing. Apply Bruce, 5 West Row, Cliff-on-Sea, stating wages and references.

WANTED, qualified Locum, from January 31st for night; state salary required; Staffordshire. Apply Office of this Paper.

WHOLESALE

SOUTH WALES.—Traveller wanted to call on Chemists and Druggists on this ground. Write 251/23, Office of this Paper, giving details as to ground covered and experience.

FIRST-CLASS Representative wanted for Scotland. Chemists and Druggists and Stores, for London Toilets and Perfumery house; good live connection already enjoyed; scope for considerable extension; applicants should state particulars of experience; terms, weekly guarantee to be on commission basis. Reply 48/29B, Office of this Paper.

GIRL for making Face Creams and general Toilet preparations. Write fully, stating salary required, to Secretary, The Leighton Laboratories, 35 Gray's Inn Road, W.C. 1.

PART-TIME Representative and assist in office; call on Wholesale Ironmongers, Stationers, etc.; knowledge of Sundries; gentlemanly appearance; age 25 to 28; permanency; must be energetic, not afraid of work, and state age, salary required, and full particulars. "T." Office of this Paper.

REPRESENTATIVE wanted for the East and South Coast an old-established firm of Soap Makers and Perfumers. Applicants must have a live connection on above ground thorough knowledge of the trade. Apply, giving full particulars of past experience and salary required, to "F. M." Office of this Paper.

REPRESENTATIVES wanted by sole British Agents for house, to carry high-class Perfumery, Toilet Powders as side-lines on good commission basis; South Coast; splendid prospects for gentlemen with connections. 54/23, Office of this Paper.

SALES MANAGER.

The Leighton Laboratories have a vacancy for a hard-working man or woman to supervise, under instruction of principal, a staff of Travellers. A knowledge of shorthand and typewriting is essential, and an acquaintance with modern selling methods. Write fully, in confidence, stating salary required, to Claud E. Leighton, 263 High Holborn, W.C. 1.

SOAP MAKER for Toilet Soap, Liquid Soaps, and Shampoos; small plant. Send full particulars of salary required and experience to Secretary, The Leighton Laboratories, 35 Gray's Inn Road, W.C. 1.

ICAL Instrument Business in the provinces; experienced Assistant. Address, stating duties accustomed to, age, and expected, 248/28, Office of this Paper.

ICAL INSTRUMENTS.—A Manager required for this department by a leading provincial firm; a good knowledge of the trade and general fitting necessary; one with London experience preferred. Applications, stating experience, age, and salary required, to 278/50, Office of this Paper.

ELLER wanted for Wholesale Druggists and Oil Merchants; Midlands district; knowledge of trade essential; permanency or Locum; references required. B. North & Co., St. James's Street, Nottingham.

ELLER wanted; must have good connection among Chemists and Hairdressers in London; salary and commission 19 Wool Exchange, Basinghall Street.

ELLER wanted.—A French Perfumery House, with a depot in London, and doing a large English trade, requires a Representative for the large Stores and West-End trade; salary and commission will be paid to first-rate man. Apply Office of this Paper.

ELLER (experienced), young, required to call upon Chemists, etc., in Birmingham and district; only capable of increasing business need apply. Full particulars, 1, Hayes & Co. Ltd., Birmingham.

ATED, Representatives (commission) and Distributing Agents; most attractive lines, well introduced; big profits to be made; state lines carried and ground. Apply 1/22A, Office of this Paper.

E-KNOWN Firm of Druggists' Sundriesmen have vacancies for Representatives upon the following territories: Wales, England, Midland Counties, and South Coast; applications should be considered from gentlemen who have established connections amongst Chemists, Hairdressers, or Fancy Goods Dealers, and prove past successful selling abilities; order collectors to apply; salary, commission, and expenses. Write, stating, in confidence, full particulars, ground covered, and extent of territory, to "S. D." (P.C.B. 54/20), Office of this Paper.

R CENT Side-line; first and repeat orders; territories in London, Southern and Eastern Counties; N. Wales, Cheshire, N. Staffs, and Salop; proved Dry Cleaner; and 6d.; perfect results on the fashionable velour and final show-matter; only smart men, with "live" perception, considered. Apply 261/14, Office of this Paper.

SITUATIONS OPEN.

(Colonial, Indian and Foreign.)

DI-Wanted, young Assistant, accustomed to good-class Retail Dispensing and Photographic business; four years' experience; passage paid out and home; good references essential; salaries 350, 375, 400, 425 per month. Apply, with full particulars, to "E.H./B.S." (9/17E), Office of this Paper.

particulars to draw the attention of Colonial and Indian Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the easiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertising correspondents in this country.

SITUATIONS WANTED.**[HOME.]****RETAIL**

2s. for 18 words or less; 5d. for every additional 10 words or less, prepaid.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/4.

A.A.A.—COMPETENT Pharmacist; single; 32; qualified 10 years; disengaged few days; any locality; good experience and references; moderate remuneration. "O." Rutland Lodge, Star Street, Ryde, I.W.

A GENUINE Offer.—Qualified (26); experienced Manager, Assistant; change, North preferred; business organiser; progressive, trustworthy; Prescriber, Buyer, Photographer. Apply 259/38, Office of this Paper.

A LADY Assistant, six years' experience Counter, Stock, Dispensing, N.H.I., seeks position in good-class business; London only. Apply 251/16, Office of this Paper.

A M.P.S., thoroughly experienced; Managership, Seniorship, or Aid; moderate salary; in- or outdoor. "Pharmacist," 12 Denne Road, Horsham.

A QUALIFIED Chemist as Manager or Assistant; 20 years' experience; permanency preferred; moderate salary. Davies, Ty Cwrdd, Llanwynhendy, Llanelly.

A QUALIFIED Chemist (47); disengaged; experienced Dispenser; Locum or permanent; 5½ years Sergt.-Dispenser, Army, B.E.F.; good references; knowledge French, German. "Statin," 172 Albany Street, Regent's Park, N.W.

A YOUNG, qualified gentleman desires position in Stockport, Manchester, or district as Assistant, Manager, or Locum; excellent reference; would consider situation with view to succession. "Radium" (258/23), Office of this Paper.

A CCURATE Dispenser (unqualified), expert Window-dresser, Advertisement Writer, Salesman, Photographer, pleads for a start to redeem character; moderate salary. Apply 255/38, Office of this Paper.

A CTIVE, reliable, qualified Manager (35); best experience Counter, Dispensing, Windows, etc.; 26; disengaged by arrangement; interview London. 259/19, Office of this Paper.

A DVERTISER (43) desires immediate employment; permanent or Locum; thoroughly competent; town, country; satisfactory work guaranteed in fullest detail; state salary offered. J. W., 239 Camberwell New Road, S.E. 5.

A S Chemist's Assistant (25); knowledge of French; served 3 years' apprenticeship; 12 months at Bath College of Pharmacy. M.L. 16450, Office of this Paper.

A S Cover to unqualified, or company; short hours; salary cash or shares; Home Counties. G., 26 Brackley Road, Beckenham.

A S Locum or permanency; first-class experience; excellent references; moderate terms; disengaged. "Chemist," 6 Eastbourne Terrace, Hyde Park, London, W. 2.

A S Manager, Senior, Salesman, or Dispenser (Doctor or otherwise); 33; unqualified; 20 years' experience; Wholesale position entertained. Apply 254/14, Office of this Paper.

A SSISTANT, qualified; abroad; 39; 21 years' experience; ab-stainer; two years in present position; Portsmouth, Guildford. Apply 258/31, Office of this Paper.

A SSISTANT (22), unqualified, disengaged, desires post; five years' experience; excellent references. Owen, Plas Thelwal, Benllech, Anglesey.

A SSISTANT; unqualified; single; 23; good Dispenser, Counter experience, Window-dressing, Photography; disengaged. "H. L." Ferndale, Prior Park Road, Bath.

A SSISTANT desires berth; part or full time; temporary or permanent; good experience; highest references; reasonable terms. "Alpha," 1 Ferndale Road, S.W. 4.

A SSISTANT, unqualified, age 33, married, requires permanent post in good-class business; accustomed to Dispensing, Window-dressing, Counter, and Photo; good references. "W.", 52 Elliott Road, Thornton Heath.

A SSISTANT or Dispenser, 30, married, desires situation in Retail or Wholesale. Apply M.L. 51039, Office of this Paper.

A SSISTANT Dispenser (43), married; Assistant's certificates (Dispensing). M.L. 52908, Office of this Paper.

ASSISTANT, unqualified (24), married; 4 years' experience as Dispenser and Assistant. M.L. 42289, Office of this Paper.

ASSISTANT; qualified; good reference, 12 years; middle-aged. Burn, 46 Claremont Road, Romford, Essex.

ASSISTANT, unqualified, middle-age single, disengaged; first-class West-End Dispensing and Retail experience; excellent references. H. Capon, 172 Warwick Street, Ebury Bridge, S.W.

ASSISTANT, qualified; 26; single; permanent engagement; Wholesale or Retail; moderate remuneration; good reference. "M.P.S.," 1 Clyde Road, Brighton.

ASSISTANT to Chemist or Dispenser to Doctor; young lady (Hall); 4½ years' experience Dispensing, Counter, Photography, Window-dressing. Tedham, 137 Howarth Road, Plumstead.

ASSISTANT, unqualified, seeks good berth; London or Kent preferred; excellent references; capable of holding responsible position; age 30; tall; married; disengaged in about one month; could arrange interview. Crowhurst, 287 Queen's Road, Peckham, S.E.

ASSISTANT; qualified; 25; first-class Dispensing and Counter experience; tall; keen salesman, conscientious worker; highest references; West of England preferred, not essential. Long, 1 Whiteladies Gate, Clifton, Bristol.

ASSISTANT; age 20; 5 years' good all-round experience, including good apprenticeship, Dispensing, Manufacturing; good Salesman, also N.H.I. and Window-dresser; light hours preferred; Wholesale or Retail. Palley, 20 North Villas, Camden Square, N.W. 1.

BRANCH Manager or Assistant; 50; disengaged; unqualified; N.H.I. Dispensing and Counter experience; accustomed Store trade; undeniable references; London only; please state terms. Stevens, 15 Fletching Road, Clapham, E. S.

BRANCH—Senior; 30 years' experience Dispensing, Prescribing, Extractions, etc. (painless); Photography; valuable assistance given new business or invalid; careful Stockkeeper; disengaged shortly; unregistered; outdoors. "Ingenuous," 17 Grove Street, Redditch.

BUSTARD, Chemist, 173 St. Ann's Road, Tottenham, strongly recommends his recent Assistant, girl 18 years old; three years' experience; good Packer, Counter Haul, and Window-dresser; London situation preferred. Write as above, or Lily Hepburn, 42 Cornwall Road, South Tottenham.

CAPABLE young lady desires change of post; eight years' experience in quick Counter trade; excellent references; indoors preferable. Apply 255/40, Office of this Paper.

CHEMIST (40) desires post, Manager or Locum; good references; disengaged; view succession preferred. Nicholls, 3 Frobisher Terrace, Falmouth.

DEMOBILISED Officer desires position as Chemist; 40; married; educated Manchester University; colloquial French and Welsh; knowledge company law and finance. Apply M.L. 97877, Office of this Paper.

DISENGAGED; accustomed all classes business, best Dispensing or Insurance; unqualified; 42. Fletcher, 11 Kingsdown Road, Upper Holloway, N. 19.

DISENGAGED—Assistant, Manager, Locum; competent, reliable, obliging. "Chemicus," 3 Godfrey Road, Newport, Mon.

DISENGAGED; 34; tall; unqualified; married; 20 years' all-round experience; capable and energetic. Davidson, 207 Fountains Road, Liverpool.

DISPENSER in Hospital or Retail Pharmacy; 21; qualified; served three years' Apprenticeship; ex-Service man. Apply 164/1921, Office of this Paper.

DISPENSER, Hall and Ambulance certificates, 15 years' experience in Chemists, Doctors, Institutions, desires non-resident position; temporary or permanent; London; any capacity; excellent testimonials. "M.," 45 Nimrod Road, Streatham Park, S.W. 16.

DISPENSER (27), married; 3 years' experience as Assistant. M.L. 75250, Office of this Paper.

DISPENSER; Wholesale and Retail experience; whole or part time. Whitehead, 3 Bevan Street, Islington, N.

DISPENSER (Hall); daily; thoroughly experienced; London or suburbs; no Retail. Miss B. Warrington, 48 Buckleigh Road, Streatham.

DISPENSER for Doctor or Institution, served for duration of war as civilian, requires re-engagement; good military and civilian testimonials. Address "S.," Agha, 14 Blatchington Road, Seaford, Sussex.

DISPENSER (lady), 22, excellent education, Hall qualified, Certificate in Bacteriology, desires post with Doctor or Institution, early in February. Apply Sondes, 4 Pier Mansions, Southsea.

DISPENSER (Hall), lady, experienced, seeks post with excellent testimonials. McNaughton, 8 Stanhope Gate, N. 6.

DISPENSER (Hall), lady, desires post with Doctor M. M., 26 Whitbread Avenue, Bedford.

DISPENSER, lady (Hall), Chemist, Doctor, and Pharmacist, experience, excellent testimonials, requires post, whole or part time. Apply P., 6 Park Hill, W. 5.

DISPENSER, lady (Hall), desires post; thoroughly experienced; Bookkeeping; excellent testimonials; disengaged. 80 Mount Ararat Road, Richmond, Surrey.

EMERGENCY Locum; experienced; active, reliable; January 25th. "M.P.S.," 26 Kensington Gardens, London.

ENERGETIC, unqualified Assistant, 26, requires berth; years' first-class West-End Dispensing, Counter, and Window-dressing; no objection; London or Hull preferred. "Radix," 14 Gladstone Street, Hull.

EVENINGS and Saturdays situation required; young man studying Optics; good experience; South T. preferred. "C. B.," 44 Gresham Road, Brixton.

EVENINGS (2) and Saturdays (half-day); Minor; tall; experienced, competent; moderate terms. South Parade, Chelsea, S.W. 3.

EX-SERVICE man, Captain and Quartermaster, desires post as Dispenser; 45; married; 16 years' experience; Army service. Apply M.L. 100247, Office of this Paper.

EXPERIENCED Army and Navy, Civil Service, Assistant; Dispenser, Prescriber. Smart, 122 Gardens, N.W. 8.

EXPERIENCED Salesman, Dispensing, Photographic dresser; unregistered; 30 years; 6 ft.; permanent February 1st. Scot, 12 Cliff Terrace, Margate.

F.S.M.C., M.P.S., requires position, permanent or temporary; excellent London and provincial experience; would build up Optical connection. Please particulars to A. E. Thompson, Loakes House, High Wycombe, Bucks.

FRENCHMAN, Chemist's Assistant (27), Paris experience; 10 months' Dispensing in London, speaks fair English, good experience in Photography, desires situation in board and lodging or equivalent salary required; now Apply 254/11, Office of this Paper.

GENTLEMAN, elderly, very active, now open to employment. Apply 260/7, Office of this Paper.

GENTLEMAN, qualified, requires London experience in class Pharmacy; fluent French; moderate salary; height 5 ft. 4 in.; excellent references. Reply "F. G." (260/29), Office of this Paper.

JUNIOR (21); disengaged; four years' Dispensing, Photography and Optics; good references. "W. E. P.," 54 Little Street, Lincoln.

JUNIOR (20); high-class experience, Dispensing and Photography, etc.; 5 ft. 10½ in.; smart; excellent references. "Elmhurst," Brookhurst Hill, Northwich, Cheshire.

JUNIOR Assistant (unqualified) requires situation; and quick Dispenser; 4 years' all-round experience; gaged. Apply, stating salary, to R. Comer, Trwaylor, Park Road, Weston-super-Mare.

JUNIOR, disengaged; 23; completed three years' apprenticeship; accustomed to brisk Counter trade; Photography; North Kent preferred, not essential; studying for Minor; Doctor's son; good appearance. "X-Bar" (260/36), Office of this Paper.

LADY Assistant, qualified Pharmacist, disengaged; experience and testimonials; Locum or permanency; Dispenser; Chemist, Institution, or Doctor. Apply 259/ of this Paper.

LADY Dispenser (Hall); whole or part time; London; good testimonials and experience. 14 Broxholm Road, Norwood.

LADY Dispenser (Hall) requires post with Doctor or Institution; experienced; good references; typing. Miss St. Andrew's Hospital, Dollis Hill, N.W. 2.

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LOCUM, reliable, disengaged. Address "M.P.S.," Southall Bros. & Barclay, Lower Priory, Birmingham.

OM disengaged; qualified; thoroughly experienced and reliable; Optics and Photo.; references entirely satisfactory. "Insible," 79 Babington Road, Streatham, S.W. 16.

OM, Manager, Assistant; qualified, reliable; day or week; Birmingham and Leamington districts preferred. Adams, Common, near Coventry.

OM; well recommended; winter terms; highest references; de experience. Brown, 74 West Hill, Putney, London.

S., capable, experienced, as Branch Manager, Locum, or otherwise; energetic; satisfactory references. (259/24), Office of this Paper.

S. (25); any capacity; any district. Wicks, 15 Grosvenor Road, South Norwood.

S. disengaged; ten years Branch Manager; energetic, competent, reliable. Do you require increased? I can do it. Twenty years' London experience; references. Apply 259/21, Office of this Paper.

AGER or Assistant; qualified; 31; good all-round experience; excellent references; London preferred; disengaged. 58/8, Office of this Paper.

AGER or Locum; qualified Minor; moderate salary; Excitor, good Prescriber; steady and reliable; disengaged. 7 Queen's Road, Watford.

AGER or Locum; town or country; qualified; 48; married; engaged; permanency preferred; long experience in all. Usual particulars to "C.," 26 Fox Hill, S.E. 19.

AGER or Senior; Square-trained; 49; good Dispenser, scriber, and Counterman; long good-class experience; icy; outdoors; disengaged shortly. "Active," 79a Road, Bedford Park, London, W.

AGERSHIP or Locum; 38; good Prescriber; thorough and provincial experience; Buying, Salesmanship. on, 2 Turton Street, Weymouth.

AHESTER.—Young lady would like part-time, evenings Saturdays, for Counter and Dispensing; some experience. 58/10, Office of this Paper.

AHESTER.—Evening work requested by unqualified gentleman (25); conscientious, capable; London and provincial Saturday afternoons if required. Apply 252/35, Office of this Paper.

A for whole time; City, Store, West-End and night experience; Prescriber. Smart, 122 Scott-Ellis Gardens, N.W. 8.

ATIME, afternoons, evenings, required by lady Dispenser-keeper (Hall), with Chemist, Doctor; in London; Secretory, Surgery assistance. Apply 261/1, Office of this Paper.

AMACIST, middle-aged, having recently disposed of business, looking for management; if temporary in London, or recently, with house accommodation, almost anywhere in or East Anglia; could bring in small capital by installed valuable series of specialities if desirable; references required. "Guy" (259/39), Office of this Paper.

AGRAPHIC.—Advertiser, at present Manager of Amateurs' Department in Stores, 20 years' Photographic experience through technical knowledge all branches Photography and desires berth as Manager or Traveller for first-class personal interview. Apply 259/18, Office of this Paper.

AFIED (26), tall, energetic, and trustworthy; seven years' experience in Dispensing and Counter work; good knowledge Photography; excellent references; any locality; salary to comm. weekly. "Sootsman" (250/15), Office of this Paper.

AFIED; 21; good Dispenser, Counter, Photography; five years' experience; any locality; disengaged. "Energid," 2 a Buildings, Bath.

AFIED Chemist (50), re-entering business, desires modern experience in a good-class Pharmacy in county town; full salary; small salary. Apply 258/22, Office of this Paper.

AFIED; 28; temporary or permanent; experienced; disengaged; London or district. H. B. Evans, 16 Richmond Clapham, S.W. 8.

AFIED (37); 15 years' good all-round experience; disengaged. A. Young, 9 Daleview Road, Stamford Hill, N.

AFIED Manager; highest recommendations; all-round experience; in- or out-doors; disengaged. "M.P.S.," 22 Mason Road, Barnes, S.W.

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AFIED, 26, disengaged; Assistant or Branch Manager; de experience. Terms, Clark, 4 Slanger Street, Keswick.

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THOROUGH worker; Assistant Manager or any position; wide experience; competent, reliable; disengaged. "Nicone," 136 Rosemary Road, Peckham, S.E.

THOROUGHLY experienced Assistant seeks engagement; smart Counterman; tall, good address and appearance; highest references. A., 11 James Street, Paddington, W.

UNQUALIFIED Assistant seeks position, home or abroad, in Wholesale or Retail Chemistry; experience in both. Apply 254/10, Office of this Paper.

UNQUALIFIED; 40; tall; widower; highest class references and experience; capable of managing. Full particulars to 258/16, Office of this Paper.

UNQUALIFIED; manage or assist; view to interest or purchase preferred, but not essential if comfortable, progressive berth; age 38; good, tactful Salesman and Prescriber; excellent references; at liberty any time; reside on premises if desired; London. "Worker" (260/26), Office of this Paper.

YOUNG lady, energetic and willing, having had several months' experience in all-round Pharmacy, wishes situation in Eastern Counties. Fovarque, March.

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A SITUATION required; age 27; 9 years Retail and Wholesale; good knowledge Drugs and Sundries; Home and Export orders; last situation, Export Checker; excellent references; 3 years army; all offers considered. Bullivant, 1 Knowles Hill Crescent, Lewisham, S.E. 15.

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